

Basement
Stacks

THE NATIONAL Provisioner

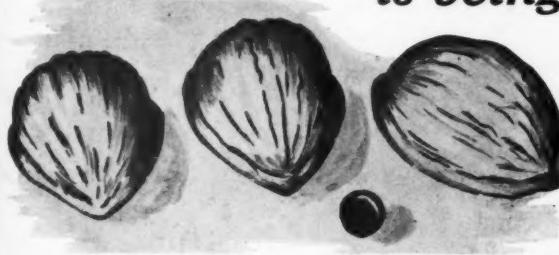
THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 88

MAY 13, 1933

Number 19

THE "OLD SHELL GAME" *is being played every day*



Sly sales operators, like the notorious operators of "The Old Shell Game," dazzle their prospects with promises of great immediate profits. Through low price quotations, they tempt their victims to risk everything for paltry gains, leading them on to ultimate disaster through lost sales.

Don't be tempted by low barrel prices — figure the seasoning or curing cost per pound! By actual investigation, there is a difference of only 1/14c in seasoning cost per pound of sausage between the lowest prices quoted and MAYER'S Special Sausage Seasoning. (Only 3/20c per pound difference on NEVERFAIL Cure.)

It is menacing to profits and destructive to sales to use anything inferior to MAYER Seasoning and NEVERFAIL Cure. For a mighty small premium, these superior products protect your business and insure permanent, consistent profit by producing quality product that sells and re-sells because of sheer goodness. Write for details today!



The Man You Know

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen and Wonder Pork Sausage Seasonings.

Beware of products bearing similar names — only H. J. Mayer makes the genuine H. J. Mayer products listed.

WRITE FOR FREE SAMPLES TODAY!

NEVERFAIL
THE PERFECT CURE
and
H.J. MAYER SPECIAL SAUSAGE SEASONING

H.J. MAYER & SONS CO., 6819-27 S. Ashland Av., Chicago CANADIAN PLANT
WINDSOR, ONT.



Made in 5 Sizes

10 Reasons for the Supremacy of the “BUFFALO” Air Stuffer

1. Equipped exclusively with the world-famous patented Superior piston.
2. Will not leak air, meat or water! Impossible for air to get into the meat through the piston.
3. Piston is adjustable to take up wear, thus permanently preventing leakage.
4. The piston drops instantly when air pressure is released, without the use of a syphon to draw it down. Requires very little air pressure to operate.
5. This improved stuffer lowers operating costs and reduces meat and casing loss to a minimum.
6. Sturdy, improved lid and steel arch prevents meat from leaking out between the lid and top of cylinder. Lid swings over the stuffing bench, making it easy to fill.
7. Heavy, strong safety ring prevents the piston from blowing out. The ring turns with the lid in case you want to take out the piston.
8. The lid fits into the cylinder like a cork into a bottle, making it leakproof.
9. Cylinder is made of semi-steel which gives long life and prevents discoloration of meat.
10. Mechanically perfect and 100% safe and sanitary as hundreds of satisfied users will testify. (names on request)

“BUFFALO”

JOHN E. SMITH'S SONS COMPANY, Buffalo, N.Y., U.S.A.

*Manufacturers of “BUFFALO” Silent Cutters, Grinders, Mixers, Chicago Office:
Stuffers, Casing Pullers, Bacon Slicers and Fat Cutters 4201 S. Halsted St.*

YOUR FRANKFURTERS

sold in Printed VISKINGS

or

"Skinless"

assure Quality

*With or without beer
the picnic season is here!*



Millions of frankfurters will be consumed during the picnic season—good and bad quality thrown in together.

Put Viskings on 'em with your identification. No longer anonymous, they will carry your name all the way from plant to dealer to consumer and bring you honor because Viskings are unequalled for protection of flavor and "skinless" frankfurters are recognized as a quality item.

You know the value of Visking display and identification which cannot be overlooked in these days of close competition.



Sausages styled in Viskings answer the demand of the times for protected food

REG. U. S.

PAT. OFF.



THE VISKING CORPORATION
6733 WEST 65th STREET CHICAGO, ILLINOIS

Canadian Representatives: C. A. Pemberton & Co., 189 Church St., Toronto, Ontario. Representatives for Great Britain: John Crampton & Co., Ltd., 31 Princess St., Cornbrook, Manchester, S.W., England. Representatives for France and Belgium: Fabre et Cie, 35 Rue de la Haie Coq, Aubervilliers, Seine, France

GREAT REFRIGERATION ADVANCEMENT!



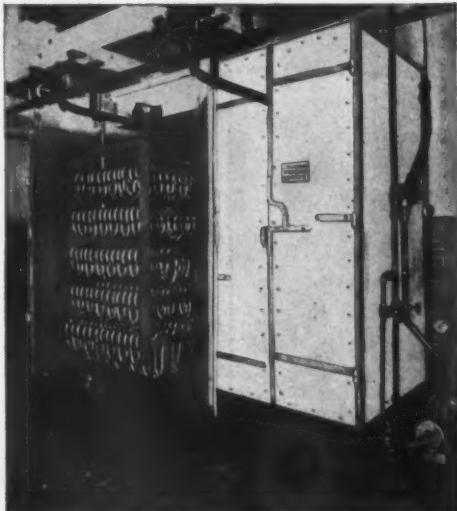
New, radically different. Offers revolutionary improvements!

Sieloff Brine Spray Units offer unsurpassed cooling efficiency! Hot carcasses at 100 degs. F. reduced to cutting temperature (34 degs. at ham bone) in 15 to 16 hours! No freezing of forequarters. Cooler temperatures maintained evenly and constantly; after hogs are chilled maximum room variation 2 degs.

Wet ceilings, floors and walls eliminated. Economical and efficient, require minimum wall space. No bunker space required! Top decks entirely eliminated. Sieloff Brine Spray Units operate with brine temperature of 15-20 degs., 25-30 lbs. pressure. Brine automatically returned to cooling system. Minimum attention required, maximum economy maintained.

Write for complete details today!

SIELOFF BRINE SPRAY UNITS
Pat. applied for Serial No. 656,983
SIELOFF PKG. CO., St. Louis, Mo.



Fully Protected Under U. S. Letters Patents

It will pay you to get the full details of the Jourdan Process Cooker, the cooker that pays for itself over and over. Write today.

Uniformly Cooked Products Look Better, Sell Faster

The Jourdan Process Cooker, using hot water, *not steam*, produces uniformly cooked products of superior appearance that will greatly increase your sales.

When savings in shrinkage, floor space, color, steam and labor are considered, you are actually paying for this modern cooker

without taking advantage of the demand-creating, faster-selling article it produces.

JOURDAN PROCESS COOKER

Jourdan Process Cooker Co., 814-32 W. 20th St., Chicago, Ill.

May 13, 1933.

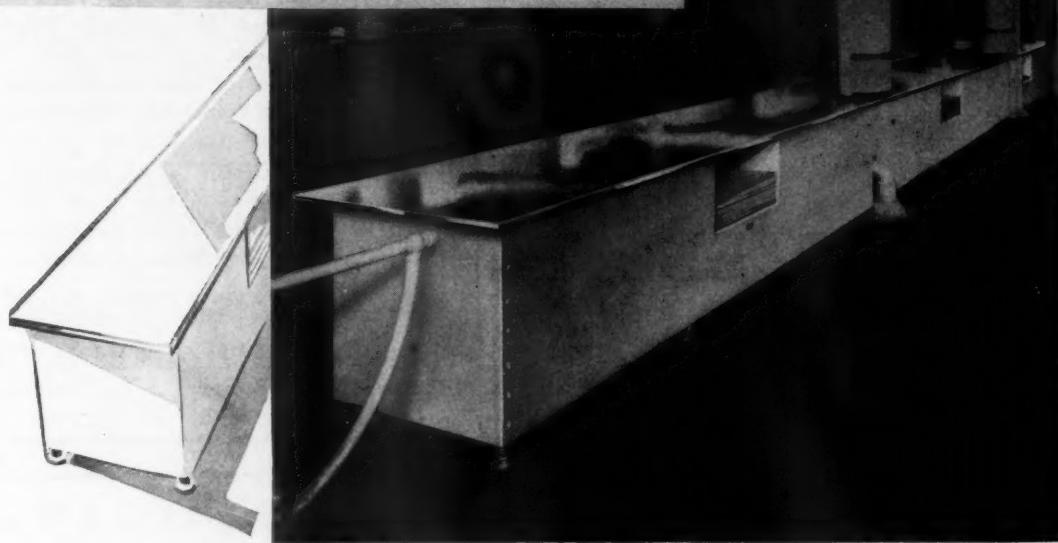
THE NATIONAL PROVISIONER

5

STAIN-PROOF, SANITARY WRAPPING COUNTERS

made from life-time ENDURO

View showing stain-proof ENDURO wrapping counter in the new plant of Richter Food Products Corp., Chicago, Ill. ENDURO also was used for tables, stuffers and conveyors in this plant. Installation by The Globe Company, Chicago, Ill.



For wrapping counters as well as steam-jacketed kettles, conveyors, viscera tables, ham boilers and other equipment subject to corrosive attack from meat juices, packers have found that stain-proof ENDURO affords advantages available in no other metal.

Being immune to attack and discoloration both from atmospheric corrosion and meat juices of all kinds, there is no possibility of product contamination—and no chance for attack or discoloration of the equipment made from ENDURO. Losses due to contamination are banished. Expensive replacements a thing of the past. Through years of severest service this equipment remains lustrous and sanitary—unaffected in any way.

If you are anxious to banish equipment maintenance and high replacement costs, insist that stain-proof ENDURO be used for every equipment requirement. Your manufacturer will be glad to give you full details, or write direct to Republic.

ENDURO
REPUBLIC'S
PERFECTED STAINLESS STEEL
ENDURO is sold only through Republic Steel
Corporation, Youngstown, Ohio.

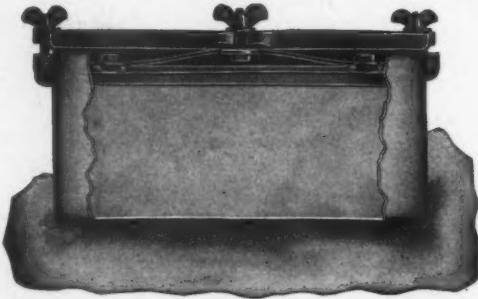
CENTRAL ALLOY DIVISION, MASSILLON, OHIO

REPUBLIC STEEL CORPORATION
GENERAL OFFICES: YOUNGSTOWN, OHIO

Licensed under Chemical Foundation

Patents Nos. 1316817 and 1339376

SUPERIOR in construction and performance



UNEXCELLED for building sales!

The K & J Process Cooker produces better meat loaves — loaves that look better, taste better, sell better — and produces them at lower cost! The exclusive K & J juices-sealed-in principle guarantees high quality, low operating cost, minimum shrinkage.

Cooking shrink is cut to 1 to 3% per pound; only 15 minutes cooking time per pound required! Juices are kept in the container and re-absorbed into the product. By adding ham juices saved from ham boiling operations by the K & J Type C Retainer, an actual gain in product weight can be made!

Only K & J offers such remarkable advantages, such large savings! Take advantage of them today. Write for details!

K & J PROCESS COOKER

R. E. JORDAN & CO., Inc., Baltimore, Md.
900 North Caroline Street

GRAFFITH'S PERFECTED SAUSAGE SEASONINGS

It is reasonable to choose for quality.

Spicing is the Quality element in seasoning.

Spicing comes from the Oils or Essences or Extracts of the Whole Spice or the Leaf of Sage and Marjoram. These extractions are emulsified or dried — they have all the husks or shells removed. The flavor remains.

Use GRAFFITH'S Perfected Seasonings — They cost less. Prepared in Liquid — Dry Soluble or Dry Mixed Natural.

Do you want a sample to test?

The GRAFFITH LABORATORIES
1415 West 37th Street Chicago, Illinois

Canadian Factory and Office: 532 Eastern Ave., Toronto

SEASLIC, INC.

The Original Liquid Spice Makers

Seaslic Garlic Juice is produced by the most skilled scientific handling under the most sanitary conditions, and is easy to use. It will improve the quality of your finished product. Seaslic Garlic Juice is the pure, concentrated juice of the fresh garlic pods.



Seaslic Garlic Juice enters the meats as a flavor. It destroys acidity, prevents off-flavors and adds zest to chopped meat and salad dressing; or any dressings used in delicate foods.

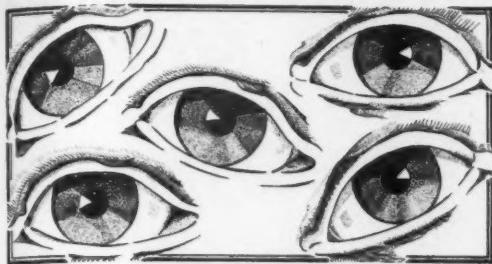
A dash of Seaslic Garlic Juice in your smoked sausages, a heavier dash in your corned beef and the amount required for their lager and salami. Seaslic Garlic Juice is double strength. The flavor holds.

SEASLIC, INC.

1415-25 W. 37th Street

Chicago, Ill.

It's Eye Appeal That Makes the



Initial Sale

*Superior Quality Brings
Them Back for More!*

All ADELMANN Ham Boilers are now equipped with the new elliptical spring construction that eliminates cover tilting and equalizes pressure. Yielding spring principle allows for expansion of product while cooking. The product cooks in its own juice.

ADELMANN Ham Boilers are easy to clean and simple to operate. Made in Cast Aluminum, Monel Metal, Nirosta Metal and Tinned Steel.



Perfectly shaped, evenly molded boiled hams are always produced with ADELMANN Ham Boilers. The appetizing appearance of hams boiled in this modern, efficient equipment creates sales. And once they buy they'll keep coming back for more—the superior quality and flavor guarantees that.

Use ADELMANN Ham Boilers exclusively to guarantee maximum profits from the seasonal boiled ham period. The savings effected in operating time, reduced shrinkage and long life will pay for ADELMANN equipment again and again. Superior product always increases sales—hence increased profits.

Equip your plant with ADELMANN Ham Boilers now. Every day of delay means a further reduction in the profits you should be enjoying. Write for details.

[Liberal trade-in schedules permit you to equip with new ADELMANN Ham Boilers and let your worn, obsolete equipment pay a substantial part of the cost. Particulars may be had upon request.]

"ADELMANN — The kind your ham makers prefer"

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVENUE

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London

Australian and New Zealand Representatives: Gollin & Co., Pty., Ltd.: Offices in Principal Cities

Canadian Representative: Goold, Shapley & Muir Co., Ltd., Brantford, Ont.

PIMIEXO

— POWDERED —



A superior product for better sausage!



For fine flavor and appearance, PIMIEXO gives *better* results—at less cost. The superiority of this sweet, red spice is outstanding in the production of high-grade, appetizing sausage—*sausage that sells!*

BETTER

PIMIEXO is uniform, high in quality, 53% more soluble—mixes thoroughly and easily.

INEXPENSIVE

PIMIEXO goes farther in use—25% to 33% stronger. Thus it is actually *less expensive* to use!

FINE FLAVOR

Meat products are flavored better when PIMIEXO is used. It produces a superior flavor that adds zest and appetite appeal to any sausage product.

MORE STYLE

PIMIEXO provides bright, natural sausage which pleases the eye and induces purchases.

Order PIMIEXO *today*—cash in on the *added* sales it gives. Write for details.

Used extensively by I. A. M. P. members

CHILI PRODUCTS CORPORATION, LTD.
1841 East 50th St. LOS ANGELES, CAL.

160 E. Illinois St.

"THE HOUSE OF STANDARDIZED QUALITY"

Chicago, Ill.

The Only Practical, Most Economical GRINDER KNIFE in Existence



The O. K. Knife—showing one blade detached—can be changed in a minute. A knife for immediate use. A KNIFE for ALL MAKES and STYLES of Grinders in existence.

Send for Price List and Information

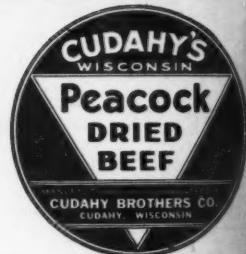
The Specialty Manufacturers Sales Co.

Chas. W. Dieckmann
2021 Grace Street

Chicago

PEACOCK BRAND is GUARANTEED

here's why...
CAREFUL SELECTION
CONTROLLED PROCESSING
PERSONAL SUPERVISION..



CUDAHY BROTHERS CO., Cudahy, Wisconsin

Gentlemen: Please send prices on all averages of Peacock Brand Dried Beef as checked below:

- Insides
- Outsidess
- Knuckles

- Barrels
- Less than barrels

Name.....

Address.....

City.....

State.....

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LARD AND SHORTENING CARTONS



This 8 lb. Carton is glued—not stapled.

NEW YORK OFFICE, 51 E. 42nd St.
CHICAGO OFFICE, Chicago Motor Club Bldg., Room 1205

New Grease-Resisting Process

Sutherland's new grease-resisting process assures an excellent summer package. It is being used by outstanding leaders of the packing industry. All sizes, including 4 and 8 lb., cost considerably less than cans and afford a decided advantage in modern package design and display. They cut shipping costs and save space in dealers' cabinets. Ask for samples.

SUTHERLAND PAPER CO.
KALAMAZOO, MICHIGAN



A new package for foods of a greasy nature—

This new grease resisting Kleen Kup is the result of many years of research and experiment. Its use is recommended for Lard, Butter, Peanut Butter, Shortenings, Meats and Meat Products of a greasy nature such as Scrapple, Chili, Sausage and other foods for which an ordinary paraffined package is not satisfactory.

Send for samples of the grease resisting Kleen Kup. Experiment with them. Notice their superior grease repellent quality.

This new package is available in sizes from one ounce to ten pounds.

Mono Service Co.
NEWARK NEW JERSEY



CONTROLLED-QUALITY FRANK BAGS

*their predetermined efficiency
safeguards profit margins!*

Elimination of droppage alone will more than pay the slight cost of our Controlled-Quality Frank Bags. Then the added advantages of increased salability, protection from contamination, and elimination of handling losses will help increase your frank profits.

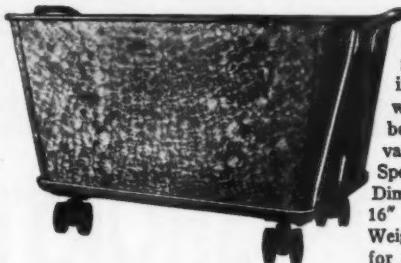
With prices now the lowest in years, you can't afford to pass up the increased profits Frank Bags offer. Sample and prices for inspection available without obligation. Write today!

fred c. bahr
State 1637
222 West Adams St., Chicago, Ill.

Selling Agent
THE ADLER COMPANY
CINCINNATI

The World's Largest Knitters of Stockinette Fabrics

Special Sausage Boxes and Dollies



Made of 20 gauge galvanized steel. Reinforced around top with steel rod and on bottom with three galvanized steel runners. Specially built handles. Dimensions: 20" wide, 16" deep, 30" long. Weight 40 pounds. Send for full details.

Dubuque Steel Products Co.

Sheet Metal Dept., Kretschmer-Tredway Company, Dubuque, Ia.



A VELVET DRIVE Tray Truck

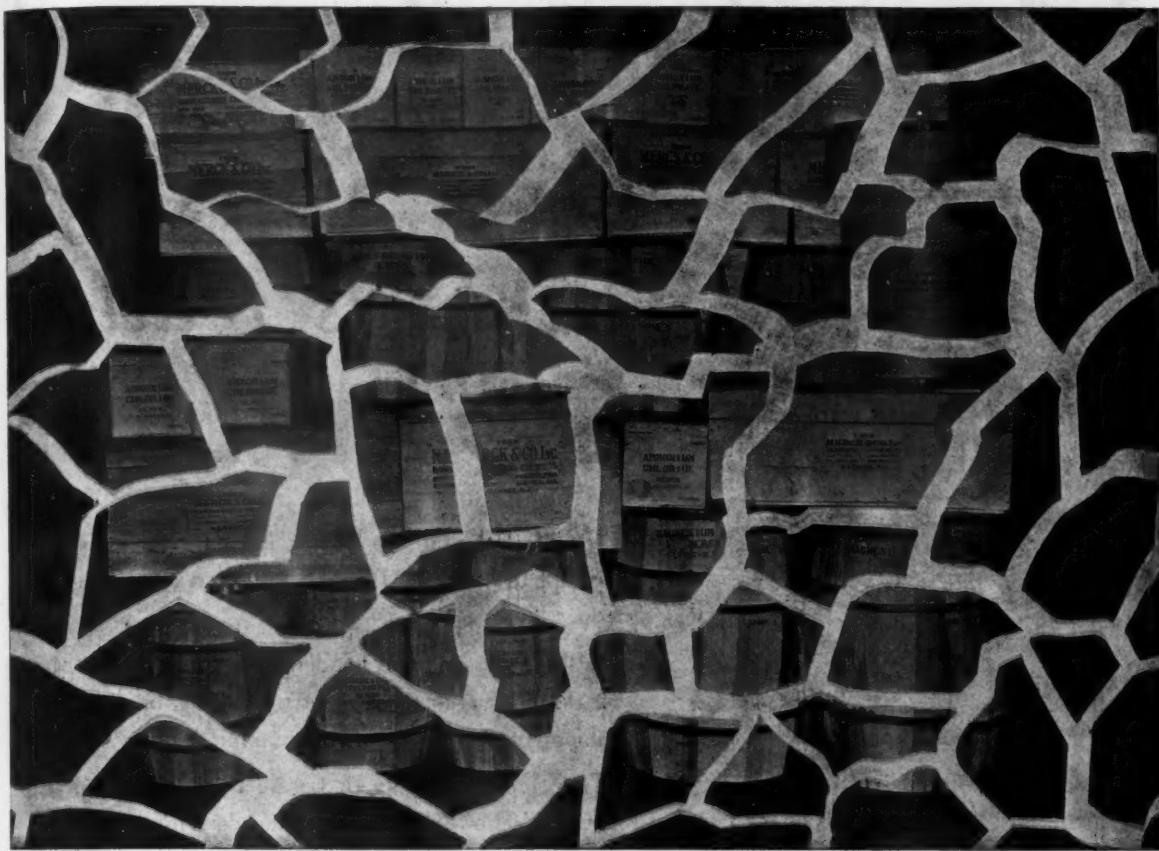
J. W. HUBBARD CO.

Manufacturers of a complete line of packing house machinery and equipment
718-732 West 50th St. Chicago
WHEN YOU THINK OF EQUIPMENT, THINK OF HUBBARD

Trucks, Tables, and similar equipment are important in economical packing plant operation. VELVET DRIVE Trucks are smooth-running, substantially constructed, and heavily galvanized. You can depend on VELVET DRIVE equipment for low operating cost and long life.

General

MIXED LADINGS



may offer a puzzling bracing problem
to some shippers, but not to
ACME UNIT-LOAD users

ANY kind of lading — even the worst conglomeration of various sizes and shapes of packages, is easy to brace by this modern steel band method. No load is too light, or too heavy, or too different, to be strapped in a jiffy with Acme Unit-Load. It's as flexible and handy as a ball of twine.

Write for print showing how the above bracing puzzle was solved by the Acme Unit-Load System, together with full particulars of savings effected. Of course there is no obligation.



This twenty-four page booklet shows how to brace 133 different kinds of products with steel bands, at savings from \$2.00 to \$45.00 a car. A copy is yours for the asking.

ACME STEEL COMPANY



General Offices: 2832 Archer Avenue, Chicago

Branches and Sales Offices in Principal Cities

Here's a line of Dry Sausage that is really **COMPLETE**



PRODUCTS

- E Gothaer
- E H/C Summer
- Thuringer H/C Summer
- B/C Salami (all grades)
- E Milan
- Crescent Milan
- E Peperoni
- E Prosciutti
- E Capacola
- Capacola, Dolce
- E Alpino
- E Genoa
- Crescent Brand Genoa
- E Sicilian
- E Export Nola

Very few dry sausage houses, indeed, offer a full and complete line. The Circle E Provision Co. is one that does.

In this industry, firms handling the Circle E line have a distinct advantage in that purchasing, bookkeeping, shipments, records, etc., are simplified.

Then too, the quality of Circle E products is of the business-building variety. Reorders follow sales as naturally as night follows day.

Established a great many years, Circle E success is founded upon the success of our customers with Circle E products.

It will pay you to get full details. Write today.

Attractive Offer to Jobbers and Distributors

Even a quality line must provide a fair profit if it deserves handling and sales effort. Circle E offers an arrangement and prices which will please you. Send today for facts and prices.

Circle E Provision Company

UNION STOCK YARDS - - - CHICAGO, ILLINOIS

Vol. 8

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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 88. No. 19

MAY 13, 1933

Chicago and New York

Wise Packer Doubles Plant Investment To Handle Growing Business

Two years ago Val Decker spent a quarter of a million dollars on new plant and equipment for the Val Decker Packing Co., Piqua, O.

This month he dedicated a second plant addition representing a capital investment of another one-third million dollars.

Both were paid for out of capital reserve. His banking friends advised him not to spend money at such a time.

"Why not," said this 86-year-old Solon of the packing industry. "I have the money. We need the plant. Now is the time to buy. Besides, look at the additional employment it will give."

A Story of Growth

Which explains at least a part of the philosophy which has changed what was a retail meat shop in 1872 into a 5 million dollar meat packing business in 1932-3.

And a further interesting fact is that on the opening day of the new plant more than 65,000 people visited it and paid their respects to its venerable head, though the population of Piqua is less than 20,000.

Val Decker landed in Piqua, a poor boy, in 1868. Working in meat shops in Ohio towns, he started his own market in Piqua in 1872. In 1903 the first modest packing plant was erected on the present site, and added to from time to time. In 1931 the modern construction was undertaken, as described by THE NATIONAL PROVISIONER in its issue of Sept. 26, 1931.

This consisted of a 3-story building,

163 by 200 ft., containing offices, beef sales and holding coolers, lard storage cooler on the first floor; hog hanging cooler, hog cutting room, lard rendering department on the second floor; and lard charging room, laundry, storage, etc., on the third floor.

The business expanded so rapidly that killing and cooler facilities became inadequate, and the present addition was planned to take care of hog, beef and small stock slaughter, dressing, hide cellars, etc.

This Val Decker plant is unique in



AUTOMATIC DUCKER SAVES LABOR.

The large force of workers formerly required at the scalding tub is materially reduced when an automatic ducker is installed. This device keeps the hogs submerged and moves them along to the conveyor leading to the dehairing machine.

In this case only three men are required to scald hogs when killing is at the rate of 400 per hour. The scalding tub has a "V" bottom and is equipped with a water circulator to maintain uniform temperature.

that it is without a railroad siding and has never shipped a car of product by rail. Its entire distribution is by motor truck. Livestock is trucked or driven from nearest railroad or feedlot.

Encourages Beef Production.

The company encourages livestock feeding by Ohio farmers, using three basic plans for financing. One is to put the cattle out on contract with a guarantee of a flat market price to the feeder when the cattle are finished. Another plan is to guarantee the feeder a fixed price per pound of grain. The third is a straight finance plan whereby the company furnishes the needed capital and takes a mortgage on the cattle and the feeder takes his chance on the selling price for his profit.

In this financing project alone the Val Decker company has an annual investment of between \$125,000 and \$150,000. Locally the company is furnished a yearly supply of between 3,000 and 3,500 head of cattle. Despite the discouraging results of the last few years there has been no diminishing of the financing program and officials declare none is planned.

Features of the Plant.

The new killing building is unique in several respects. One is the fact that walls of killing departments are white tile all the way up. Another is the system of all-push-button control. There are said to be more small motors in this plant than in any other of its capacity.

Stainless steel and metal alloys like Monel and aluminum alloys installed two years ago are as bright as ever. The sliced bacon apparatus has not been washed in two years. It is rubbed with

clean rags at the end of each day, and the bacon grease and the rustless metal do the rest.

No bones or mixed fats go into the lard tank, and Val Decker lard generally commands a 1¢ premium. It is packed entirely in tin containers, and seldom is a surplus supply accumulated.

The plant was designed by Anders & Reimers, Cleveland, O. Most of the equipment was provided by the Allbright-Nell Company, Chicago, and installed under the direction of Dr. A. O. Lundell of that company, with the cooperation of J. K. Hamilton, plant engineer, and Howard M. Wilson, plant superintendent. United Cork insulation was used.

The company killed 27,000 cattle, 180,000 hogs, 12,000 calves and 12,000 sheep and lambs, and made 6,250,000 lbs. of lard and 3,250,000 lbs. of sausages in 1932. The new plant affords increased killing capacity. The plant force numbers 275 with a weekly payroll of \$7,000. The plant is federally-inspected, with Dr. A. N. Smith as inspector-in-charge, with five assistants.

Val Decker is president, and his four sons are his chief staff assistants: Wm. J. Decker, vice president and stock buyer; Geo. H. Decker, treasurer and sales manager; Walter J. Decker, secretary and general manager; Louis F. Decker, vice president and assistant sales manager.

Another Decker, not a relation, is an indispensable cog in the machine. This is Walter O. Decker, who began as a clerk in 1916 and is now office manager, public relations director and general assistant to the other executives.

The New Killing Building.

The latest addition, one of the most modern slaughtering plants in this country, is housed in a fireproof building of steel, concrete and brick construction, lined throughout with white glazed enamel brick with black trim.

Area of the building is 148 by 112 ft., three stories and basement. On the top floor are located the hog holding pens, capacity, 500 hogs; hog killing department, capacity 400 hogs per hour; one hog cooler, capacity, 1,200 hogs; and the very latest hog casing cleaning equipment located in a separate room adjacent to the moving viscera table.

On the second floor are the modern dressing and wash rooms for the employes of the slaughtering departments. Individual steel lockers are provided for 125 men. Lavatories are granite bowls, circular in shape, about 8 ft. in diameter, equipped with circular sprays of tempered water and liquid soap dis-

pensers at the top center. Two of these are set in the center of the dressing room. Each will accommodate eight men at one time.

On the second floor also is located another hog cooler in two sections, each of which has a capacity of 600 hogs. Hogs are delivered from the hog killing department to these coolers by means of an endless chain conveyor, or lowerator, in which the hogs are placed automatically by an ingenious feeding device immediately after they leave the dressing conveyor.

Beef and Small Stock Kill.

On the first floor are beef and small stock killing departments and two hot beef chill rooms with a capacity of 350 cattle each or the equivalent in small stock.

Basement is of the same area as the building. It houses the brine tank and hide cellars, also the blood tank, which receives blood from all killing departments. When this tank is filled the blood is blown by steam directly to the blood dryer located in the inedible tank house. This latter department is completely equipped with Laabs cookers and all other equipment for dry rendering.

Livestock pens are located adjacent to the slaughtering building, making it possible to deliver cattle and small stock to the killing departments through a very short chute on the same level. Hogs are driven to the third floor on a short concrete ramp surfaced with brick, the alternate rows of which are set on edge to give a firm and sure footing. Crippled hogs are delivered by an Otis elevator, electrically controlled. This elevator also serves to remove hides from the hide cellars.

Hog Kill Department.

After hogs are delivered to the holding pens, plentifully provided with gates for segregating lots, they are sprinkled with cool water for the comfort and safeguarding of the health of the shacklers and sticker. Hogs are hoisted to the sticking bar by a double endless chain Anco hog hoist, which has an extension conveyor to carry the hogs past the hog sticker station.

This extension to the hoist conveyor is a great convenience for the hog sticker when compared to the old dead sticking bar with its stop bars and ropes. Naturally the sticker has more time for the work of sticking with a resultant improvement in the work.

Blood pan is of solid concrete, pitched all ways to a cast-iron double floor drain. Hogs are dropped into the 40-ft. cast iron tub by means of a power dropper, consisting of a length of chain with a large hook on one end,

the other end being attached to an eccentric wheel actuated by a $\frac{1}{4}$ H.P. motor.

New Design Scalding Tub.

This scalding tub differs from the usual design in that it has a "V" shaped bottom. Spray pipes are installed along both sides to facilitate cleaning out the tub after each kill.

Water from the reclaiming tub under the dehairing machine is utilized for this purpose through the 4-inch circulating pump. This pump is equipped with a 50-ft. length of 1½-in. hose, so that the water from both tubs may be utilized for the rough, or first cleaning, of the dehairing machine after the heavy deposits of hair and scurf are knocked off. Of course, the machine is finally rinsed off with fresh water.

This procedure saves a considerable amount of fresh, hot water every day.

Scalding tub is also equipped with an Oscar Mayer patented hog ducker, which dispenses with labor heretofore required to duck and forward the hogs. There is also a water-circulating impeller of the conventional type used to circulate brine in ice tanks. This impeller moves the water forward on top, the return water coming back beneath the false bottom plates. This arrangement is of particular benefit in keeping the water temperature uniform in all parts of the tub.

Cut Down Labor Costs.

With such equipment the number of men required to scald hogs is held to a minimum of three for the full capacity of the layout, which is 400 hogs per hour.

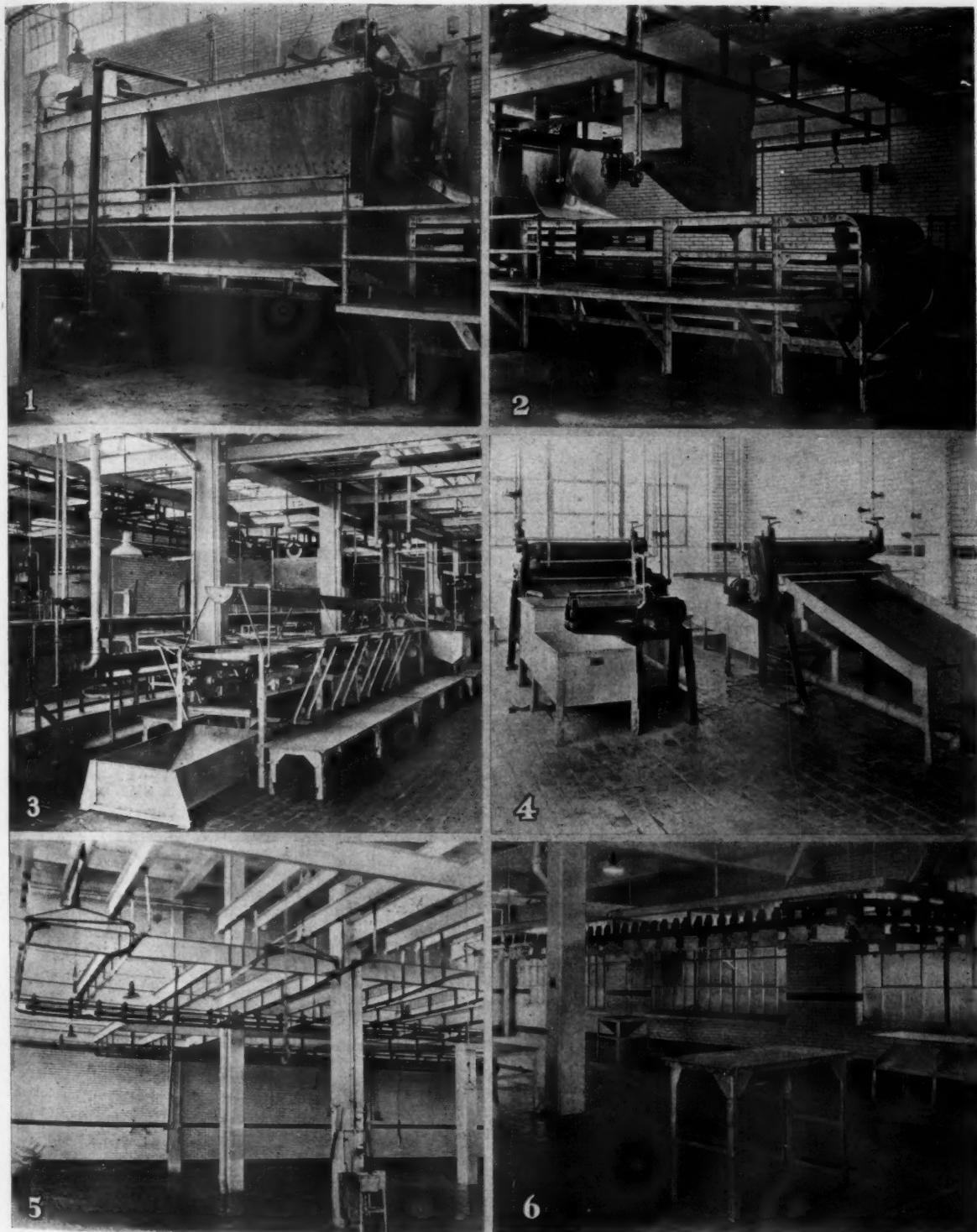
The dehairing machine is the latest development of the Allbright-Nell Co., known as Anco dehairing and polishing machine No. 660. (Described in the Oct. 29, 1932, issue of THE NATIONAL PROVISIONER.)

From the dehairer the hogs are discharged into a moving top gambrelling table having galvanized iron flights. Here again the minimum number of men is used for the full capacity—one man to cut gam strings, one man to straighten hogs on the table and one man to place on hook and hang off. This gambrelling table is entirely galvanized, as is every piece of metal other than cast iron (which is painted) in this entire equipment.

Hogs are singed by a Johnston high-lift vacuum-type torch burning kerosene. After singeing hogs pass the shaving stands, all heavily galvanized. Five men can take care of all shaving operations on 400 hogs per hour, whereas 7 men were recently employed in the

(Continued on page 16.)

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MODERN EQUIPMENT AND UP-TO-DATE CONSTRUCTION FEATURE ALL DEPARTMENTS.

Here are shown views in various departments in the new addition to the plant of the Val Decker Packing Co. 1.—Anco dehairer No. 660. Hogs are delivered from scalding tub to machine by a conveyor. 2.—Discharge end of dehairer showing moving top gembrelling table. Three men are stationed here—one to cut gam strings, one to straighten hogs and one to hang off. 3.—Hog dressing. Here the most modern methods are used. Viscera inspection table is 40 ft. long. Pans are of stainless steel. 4.—Casing cleaning, showing green gut stripper, warm water soaking tub, slime crushing machine, slime stripper and finishing machine. 5.—Beef killing department. Capacity here is 40 cattle per hour. 6.—Small stock dressing. Calves are dressed out completely on the rail. Both calves and sheep are washed with high pressure sprays.



TWO VETERANS PROUD OF THEIR RECORD.

Val Decker (left), head of the Val Decker Packing Co., and W. B. Albright (right), head of the Albright-Nell Company, have reason to congratulate each other on the opening day of the new Decker plant.

old hog killing department on 180 hogs per hour.

After passing the shavers' stations hogs pass through the final washing cabinet equipped with 12 line spray nozzles. The water flow is controlled automatically by the trolleys as they pass a trip lever.

Modern Method of Gutting.

Gutters' stands have been arranged so as to permit of the modern method of gutting hogs, i. e., breasts opened through center with breast club and heavy knife, bellies opened with the Wilson patented safety hog-opening knife, aitch bone joint broken with pincers and bungs dropped from the rear.

The viscera inspection table is 40 ft. long, equipped with stainless steel pans, 30 by 30 in. Pans were made 30 in. long to synchronize with the lugs on the dressing chain, which are spaced on 30-in. centers instead of 24-inch centers as in the old plant. This allows for more spread when the belly hooks are in place, and is a great assistance to both eviscerator and splitters. Belly hooks are returned to the aitch bone openers' stand by an overhead wire.

Next in order is the hog head work table. This really is a beautiful piece of equipment, with its solid top of stainless steel looking exactly like burnished silver. This table is 42 in. wide by 20 ft. long and is equipped with all known conveniences such as the Boss snout puller, which pulls the snouts without the necessity of marking them, an Anco jaw puller and a head splitter. All of these machines are painted vermillion red.

Stainless Steel is Used.

Stainless steel brackets attached to the table top carry maple trimming boards over which are suspended small

spray nozzles, through which tempered water is sprayed for the use of the trimmers and inspectors of snouts, ears, lips and head fat.

Head boning is done on a small chisel-shaped peg which holds the head rigidly in handy position.

A Toledo track scale is suspended from the steel beams in such a manner as to take up no room on the floor, and at the same time place the scaler in position to stamp the grading number on hind foot of hogs as they pass over the scale.

After passing the head table the hogs next come to the ham facers, leaf lard pullers and scrapers' stations. Here the ham facing and leaf lard are placed in hoppers which deliver directly into galvanized iron trucks.

Methods of Handling Offal.

Scrap lard is scraped into stainless steel hoppers directly underneath the hogs. These deliver into small boxes of the same metal from which the fat is easily emptied into trucks. Hoppers are used because this is a one-floor layout, i. e., there is no offal department below, therefore no chutes to the floors below.

Blood clots and stains are removed from necks by a high-pressure spray with a pressure of 30 lbs. delivered by a Bean hi-pressure pump.

Gut table is the same type as the viscera inspection table, but only 30 ft. long. Along this table are the stations for bung puller, flusher and trimmer, stomach trimmer, rippers and washers, pluck trimmers, small gut pullers, etc.

Latest Way to Clean Casings.

A small room immediately adjacent to the small gut pullers' station contains the very last word in casing equipment, consisting of the green gut stripper, the warm water soaking tub,

slime crushing machine, slime stripping machine and the final casing finishing machine.

Slime crusher and the finishing machines are evolutions from the Swedish casing machine brought to this country recently by the Albright-Nell Co. Originally both machines were combined, but the crushing and finishing rolls have been placed in separate machines, thereby obtaining even better operating results than formerly.

The smooth rolls in both these machines are of stainless steel, with a satin-smooth finish that makes for smooth action. There are no metal blades in the casing finishing machine, the cleaning effect coming from corrugated rubber rolls, set closely to the smooth stainless steel roll.

With this equipment the processing of fresh casings is accomplished with the greatest dispatch at a minimum of cost and a surprising increase in yield, as much as 8 ft. per hog—all without offensive odors. The casings are stronger than those produced by the old-fashioned processes and are always sweet smelling.

Six men take the casings from the small gut pullers, put them through the new process and have them ready for the curing process in approximately one hour after the last set of small guts has been pulled.

Hog and Beef Coolers.

The three hog coolers, with a total hanging capacity of 2,400 light hogs, are equipped with 7 self-contained aero refrigerating units manufactured by the York Mfg. Co. These have a capacity of 10 tons of refrigeration each. With damper control and the multiplicity of units great flexibility in chilling is secured. Also a very uniform chill results, there being no frozen ham shanks or shoulders, such as result from overhead spray lofts or spray ducts throwing the cold air directly on the floor.

Side finger chain conveyors carry the hogs from all coolers directly to and across the hog cutting table. The only labor required is one man placing hogs and spacing them on the conveyor in the cooler.

The two new beef coolers, with a total capacity of 700 cattle, are equipped with vertical brine spray tubes arranged along the walls in groups of 6 each for flexibility of control. The pipes are 6 inches in diameter and each contain 1½-in. brine spray nozzle. Tubes are spaced on 24-in. centers. Two such tubes are also placed on each column.

Brine for this system is supplied from the 100-ton tank located in the basement. This is a Vilter trunk type

system, with float pressure back pressure capacity.

Brine the spray Fahr. I units in to 24 de easily h

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system, coils fully flooded, equipped with float valve control with back pressure regulator to hold at 20 lbs. back pressure. Two Dayton-Dowd brine pumps of 300 gallons per minute capacity are used.

Brine temperatures employed for the sprays range from 20 to 22 degs. Fahr. Brine temperatures in the York units in the hog coolers range from 20 to 24 degs. Humidity in both cases is easily held up to 85 per cent.

Beef and Small Stock Killing.

Beef kill layout consists of one knocking pen, in which cattle are knocked while standing on the floor. The gate lifts high enough to permit of shackling and hoisting directly out of the pen, the sticking and heading being done in a section enclosed with a curb wall of white enameled brick two feet high.

Following this latter operation cattle are placed on the conveyor chain, which carries them past the head inspection station. Here the heads are placed on the inspection racks, on which they are transported to the head table and the Anco beef head splitter. The conveyor chain carries the carcasses to the four drops which feed the cattle onto the four beds, the total capacity of which is 40 cattle per hour.

After crossing the beds, where all dressing operations are performed, cattle are again placed on a conveyor chain which carries them past the washing station, where they are thoroughly washed. The carcasses are then clothed and the chain carries them to the scale and the cooler door.

Sheep and calves are shackled and hoisted to the sticking rail on the same Anco sheep and calf hoist. Calves are dressed out completely on the rail. The calves are transferred from the shackles to gambrels on extension rods by a transfer rail having an abrupt drop running parallel and close to the dressing rail.

Plan for Small Sheep Kill.

Sheep are transferred from the shackles to the two-wheeled racks which travel in a guard on the circular track. These racks have two hooks so spaced as to spread the legs, and the racks fit one against the other, so that the whole set can be pushed along together.

This, of course, is not comparable with the large sheep rings with chain conveyors, but is quite an ingenious contrivance where capacity under 100 per hour is all that is required.

Both sheep and calves are washed with the high pressure sprays. A concrete catch basin of an approved type has been provided for this new addition to the plant.

Distribute Entirely by Truck.

The company distributes its products in a radius of 200 miles throughout Ohio and portions of West Virginia, Indiana, Kentucky and Michigan. Most cities, towns and villages in the 100 mile radius territory receive daily service. Wheeling and Charleston, W. Va., and other more distant points are reached twice weekly.

All product is distributed in trucks. At the present time 41 motor vehicles are being operated, 25 of which are of

overhead, maintenance of trucks, truck operating expense, depreciation, etc., was only 28.29c per 100 lbs., or \$4.658 per ton.

The policy of this company, that of giving daily service to customers, in the opinion of W. O. Decker, has contributed largely to the steady growth of the business. Customers do not have to anticipate their needs for more than a day in advance and are, therefore, in a position at all times to offer consumers strictly fresh product.



ENTIRE PLANT OUTPUT DISTRIBUTED BY MOTOR TRUCKS.

The Val Decker Packing Co., Piqua, O., distributes its entire output by motor trucks throughout Ohio and portions of West Virginia, Kentucky, Indiana and Michigan. The company operates 41 trucks, mostly Dodge, eight being of the semi-trailer type pictured here.

All new trucks purchased by this company carry refrigerated bodies, so that eventually all of the production will be delivered under refrigeration. Most cities, towns and villages in the company's sales territory are served daily. Selling is done through both salesmen and driver-salesmen.

the open type and the remainder refrigerated.

Will Refrigerate All Trucks.

All replacements are of the latter type, so that eventually, as trucks wear out, the company will be delivering all of its output under refrigeration. Trucks vary in capacity from three-fourths to 10 tons. Eight are semi-trailers of the type shown in the accompanying illustration. Refrigeration in all cases is with natural ice.

Product is sold by salesmen, but since daily service is rendered to practically all buyers it is impossible for the salesmen to see each customer each day. Therefore the truck drivers also act as salesmen, soliciting and collecting as well as delivering. On some of the routes the drivers do all of the selling.

In addition to sales through salesmen and driver-salesmen, the company keeps in daily touch by telephone with the larger buyers, much product being sold in this manner.

Cost of Distribution.

Through close control and carefully-planned distribution system costs have been kept low. During April of this year, for example, cost of delivering all of the products of the plant, including

LIKE LARD BAKED COOKIES.

Sugar cookies baked with lard proved popular with Nebraska livestock feeders as shown by a test made at the college of agriculture of the University of Nebraska recently. On feeder's day cookies were served with the luncheon. Each man was given a square and a round cookie and he was asked to indicate which he liked the better. Ninety per cent voted in favor of the square cookie which was made with lard, while lard substitute was used in making the round cookies. The experiment was under the direction of Prof. W. J. Loeffel, in charge of swine investigations at the college. The cookies were baked by a disinterested person.

ANGLO-DANISH BACON PACT.

The trade agreement of April 24, 1933, between Great Britain and Denmark includes a provision for no duties on British imports of Danish bacon, according to the U. S. Department of Agriculture. Regarding future imports of bacon, it is announced that total imports are to be regulated either by general agreement among the London representatives of exporting countries, as at present, or if that system fails, regulation is to come through the British agricultural marketing act. Either way, Denmark is guaranteed not less than about 61.8 per cent of the total cured pork imports allotted to foreign countries.

Packer Operating Heads Tell Why Labor Bill Would Not Work

Fluctuations in livestock receipts,

Perishability of product,

Large amount of skilled labor required,

Disadvantages under which interstate packers would have to operate.

Objections offered by the meat packing industry to the 6-hour day and 30-hour week bill now before Congress emphasize these main points.

Representing the Institute of American Meat Packers at hearings before the house labor committee last week Myrick D. Harding, general superintendent of plants for Armour and Company, and George M. Foster, vice-president in charge of operations of John Morrell & Company, Ottumwa, Iowa, presented the position of the packing industry in relation to this proposed measure.

Harding Lists Hardships.

Mr. Harding explained that he was a practical packinghouse man, having had 42 years experience in the operating end of the business, and coming up through the ranks to his present position as general superintendent of plants for one of the largest packers. He described briefly the method of operation in a packing plant and pointed out that the application of the 6-hour day and 30-hour week to the major operations of the industry would occasion hardships which would greatly outweigh the benefits that could possibly be derived from it.

He quoted official figures of working hours in the packing industry, ranging from 45.2 to 46.4 hours per week, as showing that the necessity for such a measure did not find support in conditions prevailing in the meat packing industry as now conducted.

As an urge for the exemption of the industry from the provisions of the measure, Mr. Harding pointed to the impracticability of purchasing and slaughtering the livestock marketed within the hours provided, because of the daily fluctuations in receipts of livestock at the central markets; the highly perishable nature of both livestock and meat and meat products; the necessity for selling fresh meat FRESH; and the handicaps that would be placed on packers doing an interstate business which would make it difficult to compete with those doing a strictly intrastate business.

He quoted receipts figures showing that the first four days of the week witnessed the bulk of cattle marketings, and that there were wide fluctuations in each of these days, peak days of the week falling on any of the first three days; also the wide day-to-day fluctuations in the marketing of hogs and sheep and lambs. This showed the impossibility of any packer forecasting his daily livestock supply.

Can't Forecast Supplies.

"If two short shifts of less than six hours were used, then they would both be unsatisfactory to the workers," Mr. Harding said. "Because of the impracticability and virtual impossibility of stopping in the midst of many packinghouse operations, the stopping place would have to be the point short of six hours where it would be most logical to stop, which would almost certainly result in an average of less than 6 hours per day or 30 hours per week."

He said that for more than 25 years workers in the packing industry have been guaranteed a minimum of 40 hours per week. He was of the opinion that a change from this 40-hour minimum to a 30-hour maximum would be violent and disturbing, and that it would make a reduction in weekly wages of approximately 32 per cent.

Effect on the Farmer.

"The meat packers have not made use of labor saving machinery to the extent that other industries have," he said. "An effect of this bill would be



PACKER LABOR HOURS NOT LONG.

George M. Foster, operating vice president of John Morrell & Co., points to labor situation in this industry.

to bring about a more intensive mechanization of the industry in the effort to reduce costs. Such a result would offset any increase in employment which the bill might bring about," he said.

The effect on the farmer and his market for livestock, as well as the price he receives, was discussed by Mr. Harding, also the advantages to the intrastate packer which it was believed would accrue at the expense of those doing an interstate business and thus subject to the proposed federal law.

Mr. Harding was of the opinion that so far as the interstate packing industry is concerned the proposed legislation would fail to accomplish its beneficial purposes, and would actually produce harmful results to a far greater number of people than it would benefit. He asked, therefore, that perishable farm articles or commodities and the products thereof, be exempted.

Experience of Another Packer.

Mr. Foster pointed out that while he came as a representative of the Institute of American Meat Packers, he spoke especially from the experience of John Morrell & Company which slaughters approximately 2,500,000 head of livestock annually. In their two main plants the 3,000 employees average a working week of 39.8 hours. This was in contrast to the statement in the proposed bill that "millions of citizens are working in industrial establishments 10, 12, 13, 14 and even 16 hours per day."

He felt that the meat packing industry was least able to adapt itself to a

(Continued on page 40.)



HARDSHIPS OUTWEIGH BENEFITS.

Myrick D. Harding, general superintendent of plants of Armour and Company, and veteran operating authority, discusses labor bill.

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Meat and Other Basic Foods Now Under Absolute Federal Control

Passed finally by Congress and signed by the President, the Roosevelt-Wallace farm relief bill, with its farm mortgage and currency inflation riders, but minus the cost of production amendment, is about to become a law.

Stated to be an emergency measure, it gives the Secretary of Agriculture absolute control of basic food industries. It confers powers upon him never before granted to a government official, but powers which he is not to use unless necessary to bring about the desired object—the raising of farm prices to pre-war levels.

Already regulated by two federal acts—the meat inspection and packers and stockyards acts—this new law puts the meat packing industry under a third governmental yoke.

More Teeth in the Code

That it may be a sort of benevolent despotism is indicated by the section of the bill which permits packers to make trade agreements with the government, which the government will see enforced, and which may cover prices and other trade practices.

In other words, the meat industry may now have its trade practice code strengthened with penalties of license revocation and \$1,000 per day fines for those who violate trade rules.

Such agreements are free from any anti-trust law penalty.

To Raise Farm Prices.

Prices of farm commodities are to be raised by means of controlled production. This will be attempted through acreage rental to reduce production, and through processing taxes. The processing tax will be imposed on seven basic agricultural commodities and on competitive products when, in the judgment of the Secretary of Agriculture, this is desirable.

As used in the act, the term "basic agricultural commodity" means hogs, field corn, wheat, cotton, rice, tobacco and milk and its products, and any regional or market classification, type or grade thereof.

The Secretary is empowered to exclude from the provisions of the act at any time any commodity or product

thereof if he finds that the conditions of production, marketing and consumption are such as to make impractical the carrying out of the provisions of the act in relation thereto.

Trade Practice Control.

Processors, associations of producers and others are authorized to enter into agreements with the Secretary of Agriculture looking to the control of production, the elimination of unfair competition and the ironing out of difficulties heretofore evident in the carrying out of trade practice agreements.

Such agreements will be lawful and not in violation of any of the anti-trust laws of the United States. They will remain in force only up to the time of the termination of the act, which is regarded as emergency legislation only.

Survey of the Law.

Because the acute economic emergency has destroyed the purchasing power of farmers for industrial products which, in turn, has brought about widespread unemployment in industry, it is the declared policy of Congress in passing this legislation "to establish and maintain such balance between the production and consumption of agricultural commodities and such marketing conditions therefor, as will reestablish prices to farmers at a level that will give agricultural commodities a purchasing power with respect to articles that farmers buy, equivalent to the purchasing power of agricultural commodities in the base period."

This base period is August 1909-July 1914, so far as it applies to the basic agricultural commodities and their competitive products, with the exception of tobacco, for which the base period is the 10-year post-war period, August, 1919, to July, 1929.

Power is given the Secretary of Agriculture to provide for reduction in production of any basic commodity through agreements with producers or by other voluntary methods, and to provide for benefit payments therefor.

Agreements With Processors.

He may enter into agreements with packers and other processors such as will put more teeth into trade practice agreements, and enable elimination of destructive and unfair competition. This is provided for in the bill as follows:

The Secretary of Agriculture shall have power "to enter into marketing agreements with processors, associations of producers, and others engaged in the handling, in the current of interstate or foreign commerce, of any agricultural commodity or product thereof, after due notice and opportunity for hearing to interested parties. The making of any such agreement shall not be held to be in violation of any of the anti-trust laws of the United States and any such agreement shall be deemed to be lawful: Provided, That no such agreement shall remain in force after the termination of this act."

Parties to such agreements will be eligible to loans from the Reconstruction Finance Corporation to enable them to carry out these agreements.

Control by Licensing.

Licenses will be issued by the Secretary of Agriculture permitting processors and others to carry on their business. Such licenses will make such provisions as will be necessary to eliminate unfair practices or charges that prevent or tend to prevent the establishment of normal economic conditions in the marketing of such commodities.

Should the Secretary suspend or



FARM RELIEF DICTATORS.

Henry C. Wallace, Secretary of Agriculture (seated), and R. G. Tugwell, Assistant Secretary, who will have charge of the administration of the farm relief act passed by Congress this week. It is their plan to work closely with producers and processors of each of the various commodities in the control of surpluses and the restoration of normal price parities.

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revoke a license, this will be final if in accordance with the law.

A fine of \$1,000 a day may be imposed on any processor operating without a license.

Licensees may be required to furnish reports of quantities of products bought and sold and the prices, also of the trade practices and charges, and to keep specified systems of accounting.

Product in public warehouses, on which warehouse receipts have been issued, can not be delivered without first surrendering and having cancelled the warehouse receipt.

As Relating to Hogs.

In the case of hogs the term "processing" means the slaughter of hogs for market. In the case of any other commodity the term "processing" means any manufacturing or other processing involving a change in the form of the commodity or its preparation for market, as defined by regulations of the Secretary of Agriculture. In prescribing such regulations, the act requires that "the Secretary shall give due weight to the customs of the industry."

In order to prevent pyramiding of the processing tax and profiteering in the sale of the products derived from a given basic commodity, such as hogs, the Secretary is required to make public such information as he deems necessary regarding

(1) the relationship between the processing tax and the price paid to producers of the commodity;

(2) the effect of the processing tax upon prices to consumers;

(3) the relationship in previous periods between prices paid to producers and prices to consumers; and

(4) the situation in foreign countries relating to prices paid to producers and prices to consumers.

Processing Taxes.

Processing taxes on hogs will be paid by the packer, as the law provides that they shall be "collected upon the first domestic processing of the commodity, whether of domestic production or imported, and shall be paid by the processor."

The rate of the tax will be determined by the Secretary. Provision for this is made as follows:

The processing tax shall be at such rate as equals the difference between the current average farm price for the commodity and the fair exchange value of the commodity; except that if the secretary has reason to believe that the tax at such rate will cause such reduction in the quantity of the commodity or products thereof domestically consumed as to result in the accumulation of surplus stocks or in the depression of the farm price of the commodity, then he shall cause an appropriate investigation to be made and afford due notice and opportunity for hearing to interested parties. If he then finds that such result will occur, then the processing tax shall be at such rate as will prevent such accumulation of surplus stocks and depression of the farm price of the commodity.

The "fair exchange value" of a commodity is the price that will give the commodity the same purchasing power with respect to articles farmers buy as it had during the base period, August

1909-July, 1914. It will be determined by the Secretary of Agriculture.

Regulate Competing Products.

If, upon investigation, the Secretary finds that the processing tax on a basic commodity is giving undue advantage to a competing product he is empowered to place a compensating rate of tax on the first domestic processing of such competing commodity, to be paid by the processor. The rate of tax on this competing commodity can not exceed that imposed per equivalent unit, upon the basic agricultural commodity.

Compensating taxes may be imposed on any imported article equal to the amount of the processing tax in effect at the time of importation, the tax to be paid prior to the release of the article from customs control.

Refund on Exports.

Such portions of products from basic agricultural commodities subject to the tax as are exported are entitled to a refund of the amount of the tax. Bond can be given by processors engaged solely in the export business which will enable them to process without payment of the tax.

In the case of contracts entered into prior to the time the tax is imposed for delivery of product after the tax is effective which do not permit the addition of the tax, the buyer will be required to pay that portion of the tax which it is not permissible to add to the contract price. Taxes payable by the buyer must be made to the seller at the time the sale is consummated. He, in turn, will pay this amount to the United States in the same manner as other taxes. In case of refusal of the buyer to pay this tax, the matter must be reported to the Commissioner of Internal Revenue who will collect the amount from the buyer.

In order that the payment of taxes under this act may not impose any unusual financial burden upon processors or distributors, they are eligible to loans from the Reconstruction Finance Corporation under Section 5 of the Reconstruction Finance Corporation Act.

(Continued on page 41.)

SWIFT INTERNACIONAL GAINS.

Earnings of Swift Internacionl during the first four months of 1933 are said to compare favorably with those of the 1932 period, when earnings exceeded those of the last half of the year. This favorable situation finds its origin in the foreign exchange factor, improvement in the marketing situation in Great Britain and a more equitable exchange basis which has been worked out between the Argentine and the United Kingdom.

The foreign exchange factor is an extremely important one to the company. The recent advance of the pound sterling in terms of the American dollar is advantageous in the translation of sterling balances into dollars. The company's capital is reported to be largely American and dividend payments must be made in dollars while its earnings are largely in sterling from the sale of its products in Britain.

A large proportion of the company's products is marketed in the United Kingdom and the recent trade pact negotiated between the Argentine and

Great Britain whereby definite quotas have been set for the importation of Argentine beef into England is more favorable to the South American packers than the Ottawa agreement of last July. The Argentine chilled beef quota is reported to be about the same as that permitted prior to the "buy Empire" agreement negotiated at the Imperial Economic Conference.

CHAIN STORE NOTES.

Sales of H. C. Bohack Co. for the four weeks ended April 29 totaled \$2,386,047 compared with \$2,585,884 in the 1932 period. For the 13 weeks ended April 29 sales totaled \$7,439,724, a decrease of 12.8 per cent from the previous year. The four weeks' period witnessed a tonnage increase of 8.9 per cent.

Sales of Jewel Food Stores, Inc., for the four weeks ended April 22 were \$312,767.79 and for the sixteen weeks of the year they totaled \$1,289,921.18. Eighty-seven stores are included in this chain which is a subsidiary of Jewel Tea Co., Inc.

Chain stores would be taxed from \$10 per store to a maximum of \$250 per store, depending upon the number in a chain, if a bill which passed the Michigan house of representatives recently becomes law. It is estimated that revenue for the use of schools totaling \$3,000,000 would be raised by the measure.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, May 10, 1933, or nearest previous date, with number of shares dealt in during week and closing prices, on May 3, 1933:

	Sales	High	Low	—Close—	May 10.	May 3.
Week ended,				May 10.	May 10.	May 3.
Do. Pfd.	1,600	50	50	50	50	50
Wilson & Co.	10,200	2%	2%	2%	2%	2%
Do. A.	8,000	8%	8%	8%	8%	8%
Do. Pfd.	3,300	33%	32%	33%	32%	32%
Amal. Leather.	7,000	3%	3%	3%	3%	2
Do. Pfd.	1,000	1%	1%	1%	1%	1%
Amer. & L. 0,000	7	6%	6%	7	7	5%
Do. Pfd. & L. 0,000	11,300	32%	29%	32%	32%	28%
Armour Stores.	4,400	41%	40%	40%	40%	40%
Armour A.	39,670	31%	31%	31%	31%	31%
Do. B.	21,050	2%	2%	2%	2%	2%
Do. Ill. Pfd. 9,000	22	21%	21%	21%	21%	22
Do. Del. Pfd. 2,800	62	61	61	61	61	60%
Barnett Leather						
Beechnut Pack.	4,300	61	60	61	61	59%
Bohack, H. C. ....	.....	.....	.....	.....	.....	22
Do. Pfd. ....	.....	.....	.....	.....	.....	18
Brennan Pack. ....	.....	.....	.....	.....	.....	30
Do. Pfd. ....	.....	.....	.....	.....	.....	30
Chick C. Oil.	4,000	10%	10%	10%	10%	14%
Childs Co.	2,300	5	5	5	5	4%
Cudahy Pack.	2,340	30	30	30	30	40
Frost Nat. Strs.	7,000	58	57%	57%	58%	58%
Gen. Food.	41,600	32%	31%	32%	31%	31%
Gobel Co.	13,700	8	7½	8	7½	7%
Gr. A. & P. 1st Pfd.	100	120	120	120	120	119%
Do. New.	510	170	166	166	166	163
Hormel, G. A.	500	161%	161%	161%	161%	15%
Hygrade Food.	3,000	4%	4%	4%	4%	3%
Kroger G. & B. 24,200	28%	27%	27%	27%	27%	26%
Libby McNeil. 16,250	4%	4%	4%	4%	4%	3%
McMarr Stores. ....	.....	.....	.....	.....	.....	5%
Mayer, Oscar						5%
Mickelberry Co. 10,450	5%	5%	5%	5%	5%	4%
M. & H. Pfd.	100	35%	35%	35%	35%	34%
Morrell & Co. ....	.....	.....	.....	.....	.....	14%
Nat. Fd. Pd. A. ....	.....	.....	.....	.....	.....	14%
Do. B.	2,250	7%	7%	7%	7%	7%
Nat. Leather.	49,100	20%	19%	20%	19%	19%
Proc. & Gamb. 41,100	39%	38%	39%	38%	39%	37%
Do. Pr. Pfd.	830	98%	98%	98%	98%	100%
Rath Pack.	140	20%	20%	20%	20%	21%
Safeway Stores. 10,300	48%	47	47	48	47%	47%
Do. 8% Pfd.	70	88%	88%	88%	88%	88%
Do. 7% Pfd.	220	95	95	95	95	92%
Stahl Meyer.	200	5	4%	4%	4%	4%
Swift & Co.	57,750	15%	15%	15%	15%	15%
Do. Int'l.	32,600	24%	23%	23%	23%	23%
Trunk Pork. ....	.....	.....	.....	.....	.....	10
U. S. Cold Stor. ....	.....	.....	.....	.....	.....	23%
U. S. Leather. 15,400	8%	7%	7%	7%	7%	7%
Do. A.	12,900	10%	15%	16%	16%	14%
Do. Pr. Pfd.	400	56	56	56	56	56
Wesson Oil ... 9,500	18%	18%	18%	18%	18%	18%

EDITORIAL

Is This What's the Matter?

There is plenty of money in the country. Credit is ample. There is a vast potential demand for all kinds of products. What is lacking for a business revival, we are told, is confidence. Given this, industrialists claim, business recovery will be rapid.

How can confidence be built (is the rejoinder to this) when business men are committed to a policy of relentless deflation of the other fellow—and particularly the man from whom they buy? How can confidence be restored when, due to ruthless buying, no one is permitted to make a profit?

The business man, whether he be manufacturer, wholesaler or retailer, both buys and sells. Recently he has appeared to see only one side of the picture when he should be seeing both. To the penalties of a transaction unprofitable to the seller he is blind. Believing implicitly in the adage that "a penny saved is a penny earned," he is requiring a price based on sheer out-of-pocket costs. But he howls lustily when similar tactics are employed to force him to sell at less than his merchandise costs him.

There would seem to be need for a general appreciation of the fact that substantial recovery hangs on a resumption of capital investment. But capital does not seek investment unless profits can be earned. And profits cannot be earned when the buyer will not purchase at prices above the cost of production.

The present attitude toward buying destroys confidence and strikes down profits, credit, employment and wages. It goes further. The nemesis of quality is the "price chiseler." Debasement of quality means the lowering of performance standards and discourages consumer buying.

Viewed from any angle, the whole subject of brutal buying is a vicious circle with bad results for everyone. The meat packer complains about the large buyer of his products, who no longer considers market prices but who, instead, comes with an order in his hand and specifies the price he will pay—a price that leaves the packer no profit.

To meet this situation the packer tightens up. Costs are reduced further, purchasing is curtailed and perhaps wages are slashed, thus again reducing general purchasing power.

Then the equipment and supply men are hit. To hold their own they follow similar tactics.

Perhaps they try to get even by taking it out of the prices of those from whom they buy. Purchasing generally is curtailed, and the evil effects of a vicious system are reflected back on buyer and seller alike, as well as on the innocent bystander.

The remedy for this situation is in the hands of the individual business man. The problem soon would be solved if each seller would refuse to do business except at prices that would leave him a profit. And he should remember that if he expects to get profits he must also permit the other fellow to make them.

Buying and selling can be lifted out of the cockpit of mutual destruction and made to resume their normal function of exchanging fair values. Buyers, if they choose, can refrain from pitting seller against seller, armed with weapons of price-only competition. Sellers can resist the panicky temptation to bid in sure losses and thereby dissipate capital in ruinous competition.

* * * *

Since this was written the President went on the air with his second radio appeal to the country. It was a triple plea that wages should go no lower, and should rise just as fast as industry improves; that business should help the country to end cutthroat competition and unfair practices; and that leaders should work for national recovery, not for the selfish gain of a single industry or trade.

Some of this may be too altruistic for those who cannot accustom themselves to the new thinking. But beneath the velvet glove there is an iron hand provided by an accomodating Congress. Under the terms of the farm relief bill and—of far wider and more sweeping character—the new industry control bill now being drafted, the Executive will have the power to compel what he now asks, if it is not done voluntarily.

Opinion appears to be forming fast in support of the President's recent statement that some method must be found to control the minorities in industries which resort to cutthroat methods of competition. Most business men admit (privately if not publicly) that these minorities can upset the fair plans of an entire industry. If they can be effectively disciplined the problem may be solved, for everybody from the farmer to the consumer, without resort to punitive taxation, labor autocracy or other measures of doubtful economic soundness.

Practical Points for the Trade

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Light Colored Bologna

How can a light colored bologna be made? A sausagemaker who wishes to make different grades of bologna, that is product that can be sold to different classes of trade from a price standpoint, asks how to make a fancy light colored product as well as a second grade product. He says:

Editor The National Provisioner:

We want to make a high quality light colored bologna for a class of trade less concerned with price than with quality. Also we need to make a less expensive bologna but at the same time we want it to be a good product. Can you tell us how to meet the demands of the different grades of trade?

Quality bologna, like any fine quality sausage, should be made of good meat. In the preparation of a product such as this inquirer describes it would be well to use good grade steer beef rather than bull meat, as the flavor of the product will be better. The better the beef the better the sausage.

From 35 to 45 lbs. of regular pork trimmings may be used in each 100 lbs. of meat, the balance being beef. The beef should be chopped as fine as possible, using only enough ice to keep it cool. The longer it is chopped the better the consistency, provided it is not allowed to reach over 65 degs. F. in the chopper. The meat should be of the consistency of a thick cake mixture and hang from the paddle at least ten inches when it is picked up without breaking off.

The pork trimmings as well as the beef should be very cold when chopped. The colder the meat the finer it may be chopped. It is easy to keep a check on the temperature of the meat by the use of an inexpensive dairy thermometer. When the meat is nearing the finish pick up a paddle full of the mixture and insert the thermometer. This will give a quite accurate record of the temperature and avoid mistakes due to guessing.

As this inquirer wants a light colored product it is suggested that only fresh meats be used in its manufacture. To each 100 lbs. of meat add $\frac{1}{2}$ oz. sodium nitrite dissolved in a quart of water. Distribute this well in the batch while in the mixer.

Following is the seasoning used for each 100 lbs. of meat:

- 7 oz. white pepper
- 8 oz. sugar
- 3 oz. coriander
- 2 oz. nutmeg
- $\frac{1}{2}$ oz. marjoram
- $\frac{1}{2}$ oz. powdered celery.

Add this seasoning to the meat in the

mixer and be sure it is thoroughly distributed. Also add 7 or 8 lbs. of back fat cut into small cubes.

Stuff the product tight in beef middles, rounds or bungs or into any one of the different sizes of cellulose casings. Smoke the large sausages at 120 degs. F. from the start, increasing the heat to 140 degs. F. Smoke for 3 hours. An inside temperature of 137 degs. must be reached. Then remove from the smokehouse and rinse until cold. Scald with hot water and place in the chill room. Ice cold sausage should never be placed in the smokehouse, neither should hot sausage be placed in the chill room.

Another Bologna Formula.

A formula for the manufacture of a less expensive sausage is as follows:

Meats:

- 45 lbs. beef trimmings
- 10 lbs. hearts
- 15 lbs. tripe
- 30 lbs. regular pork trimmings

100 lbs.

Seasoning:

- 7 oz. pepper
- 9 oz. sugar
- $\frac{3}{2}$ oz. coriander
- $\frac{2}{3}$ oz. nutmeg
- $\frac{1}{2}$ oz. ground celery
- 2 lbs. onions

The meat may be given the regular cure or the quick cure, using $\frac{1}{2}$ oz.

Canadian Style Bacon

Consumer demand for lean bacon has had a tendency to popularize the type of bacon made extensively in Canada, known in this country as "Canadian style" bacon.

This product is made from the loin rather than the belly, as in American bacon. It is stuffed either in beef bungs or bung-size cellulose casings and smoked. It may be frozen for a certain length of time before curing, or if fresh unfrozen loins are cured smoking must be so done as to reach an inside temperature of 137 degs. in the stuffed product.

Instructions for making "Canadian style" bacon have been prepared by THE NATIONAL PROVISIONER and subscribers can secure copy by sending 10c in stamps with request on the attached coupon.

The National Provisioner,

407 So. Dearborn St., Chicago, Ill.
Please send me instructions on
"Canadian style" bacon.

Name.....

Street.....

City.....

Enclosed find 10c in stamps.

nitrite to each 100 lbs. of fresh meat as outlined above. The tripe and hearts are ground through the fine plate, after they are chopped. Next chop the beef, having all meat as cold as possible. When the beef is well chopped add the pork trimmings, hearts and tripe. Add 8 lbs. cube fat.

Stuff and smoke the same as in the formula for quality bologna given above.

Ways to Cook Sausage

A Southern sausagemaker, who is checking sausage cooking methods, desires to know how quality of product which is processed in a cooker compares with that processed in a tank. He says:

Editor The National Provisioner:

We would appreciate an answer to the following questions: Is it more economical to cook sausage in a cooker than in a tank? Does product cooked by the former method hold up better?

In many of the new plants built recently cookers have been installed. A very evident economy in labor is obtained, as the sausages are cooked without removing the sticks from the cage. When a tank is used the sticks must be removed from the cage, placed in the tank and when the cooking is completed taken from the tank and rehung on the cage. Also, little if any grease, to be removed later, remains on sausage processed in a cooker.

Whether or not product cooked in a cooker "holds up" better is a subject open to debate. If the sausage is finished to the same degree in both cases there would seem to be little difference.

It is difficult to secure a uniform cook on a batch of frankfurts, for example, processed in a tank. Some sticks are placed in the tank before others and some are removed before others. It is evident that unless care is used in the timing there will be variations in the degree to which sausage on the various sticks is cooked.

Another advantage claimed by some packers for the use of a cooker is that the sausage may be taken directly from the smokehouse to the cooker, eliminating the shrink that occurs when sausage hot from the smokehouse stands for some time before going into the cooking water.

S. P. FATS IN LARD.

When can fats trimmed from cured meats be used in prime steam lard? What causes these fats to discolor lard? These questions, and many others on rendering, are answered, in "POULTRY PACKING," The National Provisioner's latest book.

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May 13, 1933.

THE NATIONAL PROVISIONER

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Dark Spots in Hams

A packer who is having trouble with hams showing dark spots says:

Editor The National Provisioner:

We are having some trouble with hams being spotted. Sometimes this occurs around the bone, and at other times in the fleshiest part of the ham.

We use a wrought iron tank for making the brine, and from there it is run into wooden vats, where the saltpepper and sugar are added. We use a pickle having a strength of 73 to 75 degs.

Can you tell us what might cause this difficulty?

While a wrought iron tank is not the most desirable receptacle in which to make plain pickle, because of possible discoloration of the pickle and rust that would have a tendency to discolor, this would not affect the interior of the product. Such rust stains would be likely to cause discoloration on the outside, but this would not penetrate.

If these dark spots are occurring on the interior of the hams it is due to some condition in the color fixative properties of the pickle. It probably finds its origin either in the strength of the pickle or the length of time the product is in cure.

This packer merely states that he uses saltpepper and sugar in a plain pickle, reduced to about 74 to 75 degs. strength. The quantity of saltpepper and the length of time the product is cured, as well as the amount of pumping, is not stated.

A good standard formula for hams follows:

For 100 gals. of cover pickle use
4 lbs. sodium nitrate
10 lbs. white granulated sugar
75 degs. strength

For 100 gals. pump pickle use
8 lbs. sodium nitrate
20 lbs. white granulated sugar
90 degs. strength.

A 12-lb. ham is pumped one stroke in the shank; 12- to 14-lb. hams, two strokes in shank; 14- to 18-lb. average, two strokes in shank and one stroke in butt; 18- to 25-lb. average, two strokes in shank and two strokes in butt; 25- to 30-lb. average, two strokes in shank, two strokes in butt, one in blood vein.

Hams are left in cure 3½ days to the pound at a temperature of 38 degs. F. If the temperature is lower than this the cure is retarded; if it is higher curing is too rapid and difficulties are likely to occur. The meat must have an internal temperature of 35 to 38 degs. when it goes into cure.

It is suggested that this inquirer make a careful check on curing practices and if the difficulty is still prevalent give information on his method of handling and the general conditions under which he operates.

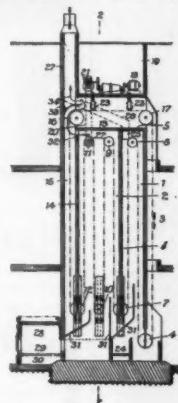
Detailed instructions for curing S. P. meats have appeared in THE NATIONAL PROVISIONER. Copy can be secured by subscribers by sending 10c in stamps, with request to THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Recent Patents

New devices relating to the meat and allied industries on which patents have been granted by the U. S. Patent Office will be described in this column.

Meat Smoker.

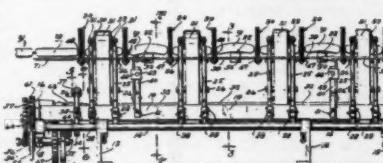
Rudolf Elbe, Wandsbek, Germany. This apparatus consists of a plurality of chambers arranged in juxtaposition and communicating with one another from under the lower edges of the intervening walls. Endless conveyor



chains are installed to move the meats through the various chambers in succession. Baffles are arranged at the bottom of the chambers for directing the gasses into the proper channels. Granted December 20, 1932. No. 1,891,873.

Sausage Linking Machine.

Parker A. Jacobson, Winona, Minn. This patent consists of a pair of rock-shafts, two pairs of arms mounted on the rock-shafts and spaced longitudinally thereof, cooperating spacers and squeezers carried by the arms. A pair of cooperating twisting belts are mounted on the rock-shafts between the two pairs of arms. Means for driving the belts, for operating the rock-shafts and to open and close the spacers and



squeezers and belts are provided. The arms have hinge joints that permit secondary opening and closing movements for the spacers and squeezers in respect to the rock-shafts and belts. The construction further includes yielding means under strain to close the spacers and squeezers. Granted March 14, 1933. No. 1,901,452.

Refining Process.

Ludwig Rosenstein, San Francisco, Calif. In the process of purifying a substance of the class consisting of oils, fats, waxes and resins of animal and vegetable origin, the step which comprises treating a mass of said substance with liquid ammonia. Granted March 7, 1933. No. 1,900,132.

Meat Chopper.

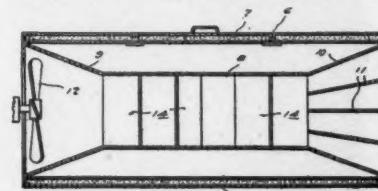
Charles F. Lindgren, Duluth, Minn. This patent is granted for a worm comprising a plurality of cutting blades forming independent passages there-



tween. Each blade terminates at one end of a flat faced arm substantially at right angles to the axis of the worm. A removable cutting knife is disposed within the surface of each face projecting substantially axially therefrom. Granted March 21, 1933. No. 1,902,653.

Air Refrigerating Device.

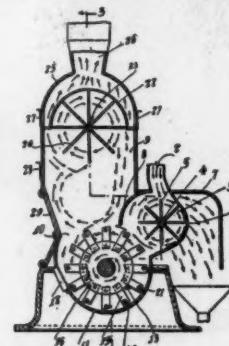
George William Coin, Manhattan, Kans. A device comprising a casing including four insulated walls and a tube inside the walls and spaced in-



wardly therefrom. The tube is formed with outwardly flared ends fixed to the ends of the walls, with a plurality of horizontal and vertical partitions in one of the flared ends and a plurality of baffles in the tube. Granted April 18, 1933. No. 1,903,777.

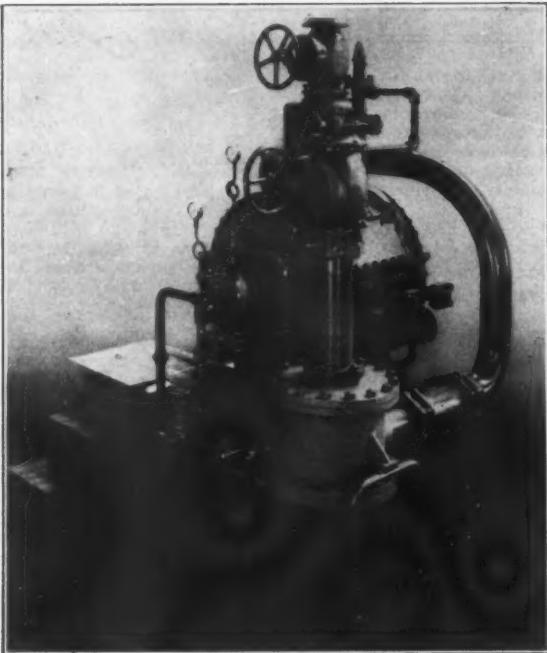
Debarking Cottonseed Hulls.

George L. Blanchard, Calexico, Calif. This is a process for debarking cottonseed hulls. It consists in passing the hulls to a hull beating zone, beating the hulls, discharging delinted hulls, and passing the incompletely delinted



hulls and substantially hull-free fibers into a separation zone. At this point substantially hull-free fibers are separated from incompletely delinted hulls by an uprising current of air. The incompletely delinted hulls are passed to an independent scraping zone. Here the fibers are scraped from the hulls, and the hulls ejected back into the hull beating and discharge zone. Fibers are passed separately from the scraping zone to the separation chamber. Granted March 7, 1933. No. 1,900,154.

A VILTER ROTARY USING FREON WILL BE INSTALLED IN THE AIR CONDITIONING PLANT AT OLD HEIDELBERG INN AT THE WORLD'S FAIR



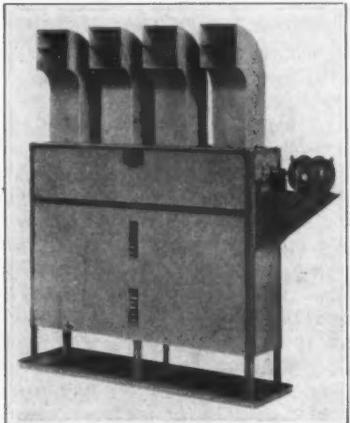
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Refrigeration and Frozen Foods

Freon New Refrigerant Which Is Suitable for Particular Applications

By Robert S. Wheaton.

Freon is a new refrigerant which has some remarkable properties compared to refrigerants which have long been in use, such as ammonia, sulphur dioxide, carbon dioxide, ethyl chloride and methyl chloride.

The first part of the word "Freon" means cold or refrigeration; the second part means progress or advancement. The technical name is "dichlorodifluoromethane," indicating two atoms of fluorine and two of chlorine united with one of carbon to form a molecule of this new refrigerant.

The amazing discovery that these two active elements of fluorine and chlorine had the property of stabilizing each other led to the creation of Freon. The compound methane CH₄ is used in the manufacture of Freon. The four atoms of hydrogen being displaced by two atoms of chlorine and two atoms of fluorine.

The manufacturers of Freon frankly admit that they are not trying to supplant ammonia, methyl chloride or sulphur dioxide as refrigerants. However, they point out that there are certain types of installations where Freon is to be preferred to any other refrigerant from the standpoint of safety. For instance, a serious leak or break in a refrigerating plant used in air conditioning equipment for a theatre would be quite dangerous if a most offensive refrigerant was liberated amongst the audience in the theatre. In installations like this Freon is offered because it is nontoxic, is not inflammable, virtually odorless, and because it is non-corrosive and will not harm any fabrics or furnishings in the theatre.

Displacement Above Ammonia.

To students of refrigerating engineering it is hard to believe that a refrigerant could have all these desirable properties and still be any good as a refrigerant. However, it is possible to take liquid Freon from a shipping drum by the simple procedure of draining it off into a glass without causing any discomfort whatever in the room where this is done. It can be poured onto the surface of the finest varnish, on a rug on the floor, on clothing and even over the hand without injury, provided in

the latter case it is not allowed to remain on the hand long enough to cause frost bite.

Freon can be poured into a glass of water, and one can drink the water without any ill effects whatever for the simple reason that water will only absorb .028 per cent of the refrigerant, which is a negligible amount. It can be poured on food or on flowers, freezing the food or the flowers into a brittle hardness. After the food or flowers have thawed out they will be found to have been uninjured by Freon. The food is still palatable and good to eat and the flowers retain their fragrance.

One matter that must be considered is that more Freon must be compressed per minute than ammonia gas to give the same refrigerating effect. However, less Freon has to be pumped per minute than either methyl chloride or sulphur dioxide to give the same refrigerating effect.

Displacements per minute per ton of refrigeration in cubic feet are as follows: Ammonia, 3.43; Freon, 5.81; methyl chloride, 6.45; sulphur dioxide, 9.08; Freon has a boiling point of minus 21.7 deg. Fahr., compared to minus 28 for ammonia, minus 10.6 for methyl chloride and 14 for sulphur dioxide.

Mixes With Lubricating Oils.

Head pressure of Freon also compares very favorably with other refrigerants, as the gauge pressure of Freon at 86 deg. Fahr. is 92.3 lbs. The gauge pressure of ammonia at the same temperature is 154.5 lbs.; methyl chloride, 80.83 lbs.; sulphur dioxide, 51.75 lbs.

This refrigerant has one outstanding characteristic, in that it is a very good cleanser. It will remove all imbedded foundry sand from castings, scale from the inside walls of pipe, any rust present, as well as any other foreign material, and carry all of this material towards the compressor. Consequently it is imperative that the compressor be protected by an efficient scale trap and that this be cleaned at intervals.

Another peculiarity is that it is miscible with mineral oils. It will thin out a lubricating oil and it is impossible to recover oils which have been vaporized by an oil separator placed in the discharge line from the compressor as is done with other refrigerants. The oil separator, when used in connection with Freon, must be placed in the suction line as close to the compressor as possible.

As oil is miscible with Freon, any oil carried over into the low pressure side will be carried back to the compressor in the suction gas, thereby keeping the operation of the evaporator at the highest point of efficiency at all times. This obviously is in direct variance with refrigerating practice wherein ammonia is used as a refrigerant. Due to this thinning action an oil of double the viscosity ordinarily is used. For an enclosed type of compressor fitted with trunk pistons and lubricated by the splash type system of lubrication an oil having a viscosity of 500 would be quite suitable. Flash and fire points of oils are of no consequence because Freon will not support combustion.

Freon, being a solvent of oil and sulphur, makes it necessary to exercise extreme care in the selection of a proper packing for use on equipment wherein Freon is used. For making up threaded joints, litharge and glycerine will prove to be very satisfactory as neither one is a solvent of Freon.

System Easily Purged.

A refrigerating system wherein Freon is to be used should be thoroughly dehydrated. This can be accomplished by using a calcium chloride dehydrator in the liquid line. Due care should be exercised to have the dehydrator large enough so that plenty of calcium chloride can be used, otherwise an excess accumulation of moisture in the calcium chloride will cause the formation of brine with consequent corrosive troubles. If the moisture is not removed from the system, any free water in the system will freeze out at the regulating valves and cause trouble.

When charging Freon into a system it is necessary to pump a 28 in. vacuum on the Freon drum after the liquid Freon has been removed in order to get all of the refrigerant out of the drum. Air in a system can be purged out from the top point of the condenser quite readily because Freon vapor is 4½ times heavier than air. The same method of a hose from a purge valve leading to a bucket can be employed as when air is purged from an ammonia system, with the exception that kerosene instead of water is used. When air is being purged off bubbles will rise through the kerosene. When Freon is being purged the Freon gas will be absorbed by the kerosene and no bubbles will appear, indicating that the air is out and the purge valve is to be closed.

How Leaks Are Detected.

In the event it is desired to use some kind of a leak detector in a Freon plant there are several to choose from. Possibly the simplest and most easily obtained detector is ammonia. This may be used to the extent of a 2 per cent solution in Freon without any danger of causing corrosive or toxic actions. When working around a Freon plant looking for leaks, the operator should always wear spectacles to prevent the moisture in his eyes becoming chilled or even freezing. In the event of an eye accident with Freon, the eyes are to be washed out with sterile oil, followed by a wash of a 2 per cent solution of boric acid.

NEW LOW TEMPERATURE RECORD

Officials of the University of California announced recently the coldest man-made temperature yet attained—451.9 degs. Fahr. below zero—had been reached by experiments at the university. This temperature was reached by use of a magnetic cycle process developed by Prof. W. F. Giauque. The mark reached is within .25 degs. centigrade of the absolute absence of heat. The temperature is infinitely colder than that of liquid helium, and considerably lower than any point yet obtained by processes involving previous-

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ly-known methods of refrigeration. Experiments generally have held that attainment of practical zero is essential to solution of numerous scientific problems.

Among theories advanced is that the practical absence of heat is necessary as a preliminary to creation of a perfect vacuum, that new low temperatures can be applied to manufacture of super-steel, and that this research will contribute to the study of the structure of the atom.

REFRIGERATION NOTES.

The Pacific Refrigeration Co. is now engaged in business at 2418 Santa Fe ave., Los Angeles, Calif.

An ice and cold storage plant is be-

ing erected in Eloy, Ariz., by the Arizona Ice & Storage Co., of Tucson.

A permit has been taken out by the Compton Ice & Storage Co., Compton, Calif., to repair damage done to the plant by the recent earthquake.

E. L. Hughes of Los Angeles, Calif., has taken out a permit to construct an ice storage plant at 1222 East Colorado st.

The Sterling Meat Co., Huntington Park, Calif., is planning alterations to its plant which include new coolers and general building repairs to cost \$15,000.

Construction of the pre-cooling plant which is the latest unit of the new Grace Bros. cold storage and ice plant at Santa Rosa, Calif., has been begun.

Davis Leather Co., Newmarket, Ont.,

Canada, is contemplating the erection of a refrigeration plant for taking care of hides.

Donald Kemper of New Iberia, Ala., has plans for the construction of an ice and cold storage plant at Opelousas.

Erection of an ice and cold storage plant at Steele, Mo., is being considered by F. John of Luxora.

A new cold storage room is being added to the Railways Ice Co. plant at Shattuck, Okla.

Application has been made by the Newton-Langhorne Ice Co., Coatsville, Pa., for a charter to manufacture and sell ice and conduct a cold storage business.

Peoples Ice Co., Duncan, Okla., is erecting a refrigerated ice dock.

The Answer to your Insulation Problems

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in 34 Countries



ALFOL is approximately 90 to 98% lighter than any insulation material known: one cubic foot weighs only three ounces. Figure for yourself what this weight-saving means in terms of dead weight haulage.

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Our refrigerator bodies are not an experiment but a tried and dependable product, the result of specializing in this field. The Modern and Sanitary method of delivery. Write us for our latest bulletin No. 104.

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All Kinds of Refrigerator Construction

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Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

Chrysler Bldg., 405 Lexington Ave., New York City

May 13, 1933.

A Page for the Packer Salesman

HOW VALUABLE ARE SALESMEN?

"A letter received by my firm a few days ago," one packer salesman writes to THE NATIONAL PROVISIONER, "has caused me to do some thinking. It is the third in similar vein received from retailers on my route during the past month."

A copy of the letter was inclosed. It reads as follows:

"I have been a customer of yours for many years. During all of this time your salesmen have called on me regularly. I would like to make a proposition. Suppose I send you all of my business regularly by mail or telephone. This will save the cost of a salesman. You will get as much business as formerly at a reduced selling cost. Saving this expense I feel sure you will be glad to make up this difference to us in discounts."

"This letter caused me to wonder just how efficient I am in my work," the salesman writes, "and if I am selling enough more on my route than could be sold in the same territory by mail or telephone to justify my expense and salary account.

"These letters are also interesting from another angle. They indicate how anxious some retailers are to chisel off a few nickels from the purchase price of their merchandise.

"So far as this particular retailer is concerned the answer to his proposition is that during the time I have been calling on him I have given him help and information that would pay many times his contribution to my salary and expenses.

"I have learned from salesmen of competing plants that other retailers anxious to reduce costs have hit upon this same idea and have submitted it to various packers. And while I have no fears that packers generally will adopt the suggestion, I am interested in knowing how other packer salesmen have reacted to it, and I am hoping to see some comments on the subject in THE NATIONAL PROVISIONER."

DON'TS FOR PACKER SALESMEN.

Some time ago I lost a very good account I had been selling for several months. The reason was that I incurred the retailer's displeasure because on several occasions I parked my car directly in front of the store, to the possible inconvenience of the retailer's customers.

Despite my best efforts I have been unable to get back any of this retailer's

business. He sees me, listens to my story, is pleasant and agreeable — but the orders go to salesmen of competing concerns.

In one respect this incident is unimportant, and it probably is unusual, but it is interesting as illustrating how closely the packer salesman must watch his step, and how easily he can offend his customers without intending to do so.

I know another case where a packer salesman lost an account because he chatted with the pretty cashier while waiting to interview the store owner. Another salesman not long ago told me how he almost lost a good customer because he walked up and down the store whistling when shoppers were present.

Since my unfortunate experience I have to foresee actions which might lose good will for a salesman. To date it has occurred to me that he SHOULD NOT —

1—Park his car where it might inconvenience store customers;

2—Take up the time of the store help in conversation;

3—Do anything that might annoy store customers or draw undue attention to himself;

4—Chew gum or smoke while trying to make a sale;

5—Attempt to solicit business when there are customers waiting to be served;

6—Insist on an immediate interview;
7—Discuss business within the hearing of store customers.

Human nature is peculiar, and there are people who are annoyed by incidents to which others might pay no attention. The wise packer salesman will size up his man and watch for indications of displeasure. Being alert to things which particular customers dislike may be the means of keeping good accounts which might otherwise be lost.

WHAT IS SALESMANSHIP?

Salesmanship is personality. If one has something no one else has, and every one wants it, any dumb-bell can sell it. But if one man's bacon or hams is as good as the other fellow's, prices being equal, the salesman that is a good fellow by instinct, not a surface, selfish individual, one who places his customers' interests in the foreground and is willing to gladly go out of his way to help him—that baby is going to get the business!

Further, the house that builds up good will through its employees has a foundation that will last, and the concern that only gets the offerings and inquiries that no one else wants is doomed.

The buyers and sellers for a plant can make it or break it. The morale of the men in an organization, the respect and esteem that is given them by their fellow-men is fundamental. Character is power, is influence. It makes friends and draws patronage.—JOHN W. HALL.



NEAT DRIVER SALESMEN HELP TO BUILD PACKER GOOD WILL.

The meat truck driver salesman contacts jobbers and retailers. Consumers see him on the street and in retail stores. His personal appearance and the manner in which he conducts himself may have considerable influence in winning good will for the firm that employs him, and aiding him to be successful in sales work.

The J. Fred Schmidt Packing Co., Columbus, O., uses care in selecting gentlemanly, courteous driver salesmen for its delivery vehicles. It dresses them up—neat uniform and cap, creased trousers and shined shoes—to make a favorable impression on retailers and housewives. Clean, attractive uniforms, President Schmidt believes, not only improve driver morale, but also give the impression of cleanliness and sanitation in the handling of meat products.

Here is a brand-new idea. The Schmidt driver's name, in letters large enough to be read easily, appears on his uniform.

APRIL FEDERAL SLAUGHTERS.

Federal inspected slaughter of all classes of livestock during April:

	Cattle.	Calves.	Sheep & Lambs.	Swine.
Baltimore	5,888	1,877	1,592	66,416
Buffalo	6,047	2,766	5,793	65,570
Chicago	102,312	45,258	236,431	466,757
Cincinnati	10,337	7,641	11,385	75,020
Cleveland	2,530	(1)	(1)	40,902
Denver	5,510	1,355	(1)	44,786
Detroit	4,259	6,257	6,876	76,529
Fort Worth	10,548	7,477	97,414	65,962
Kansas City	45,898	18,865	123,663	254,817
Los Angeles	10,662	3,065	31,451	28,245
Milwaukee	15,750	65,923	4,833	82,872
National Stock Yards	42,902	30,690	51,068	298,186
New York	25,350	50,007	221,597	(1)
Omaha	65,020	3,641	135,852	190,889
Philadelphia	5,360	10,984	15,442	74,350
Sioux City	32,041	1,758	45,919	135,180
South St.				
Joseph	21,845	(1)	(1)	82,501
South St. Paul	42,248	48,244	20,364	150,220
All other stations	157,842	119,073	380,657	1,649,675
Total:				
Apr., '32	616,311	425,801	1,400,345	3,847,293
Apr., '33	649,545	428,207	1,496,707	3,714,147
4 months ended				
Apr., '32	2,414,242	1,486,299	5,404,182	15,795,708
4 months ended				
Apr., '33	2,518,430	1,553,684	6,042,141	16,994,742
New York,				
Brooklyn,				
Jersey City &				
Newark (2)	32,747	62,738	268,016	178,320

Federal inspected horse slaughter for April totaled 1,339 head, compared with 2,984 head in April, 1932. During the first four months of the year horse slaughter totaled 9,523 head compared with 15,854 head in the 1932 period.

(1) Included in "all other stations."

(2) The slaughter figures in this group of cities are included in the figures above for "New York" and "all other stations" and are combined here to show total in the Greater New York district.

LIVESTOCK PRICES COMPARED.

Livestock prices at Chicago during April, 1933, with comparisons:

	Apr., '32	Mar., '33	Apr., '32
SLAUGHTER CATTLE AND VEALERS.			

Steers—	550-900 lbs.		
Choice	\$ 6.58	\$ 7.06	\$ 7.87
Good	5.64	6.21	7.16
Medium	4.87	5.31	6.16
Common	4.12	4.27	5.18

900-1,100 lbs.			
Choice	6.58	6.95	7.94
Good	5.63	6.16	7.22
Medium	4.86	5.21	6.25
Common	4.03	4.60	5.21

1,100-1,300 lbs.			
Choice	6.28	6.60	8.02
Good	5.33	5.80	7.31

1,300-1,500 lbs.			
Choice	5.63	5.76	8.07
Good	4.90	5.15	7.84

Heifers—	550-750 lbs.		
Choice	5.47	5.87	6.54
Good	4.82	5.23	5.83
Com. and med.	4.01	4.24	4.71

Cows—	550-750 lbs.		
Good	3.28	3.08	3.98
Com. and med.	2.70	2.59	3.27
Low cut. and cut.	2.15	2.01	2.29

Vealers—	HOGS.		
Good and ch.	5.18	5.60	5.44
Medium	4.06	4.33	4.24

Light weight—			
180-220 lbs.—good & ch...	3.80	3.92	4.11
180-200 lbs.—good & ch...	3.87	3.97	4.14

Medium weight—			
200-220 lbs.—good & ch...	3.88	3.97	4.08
220-250 lbs.—good & ch...	3.84	3.93	3.95

Heavy weight—			
250-290 lbs.—good & ch...	3.76	3.85	3.78
290-350 lbs.—good & ch...	3.68	3.76	3.80

Packing sows (275-350 lbs.):

Med. and good 3.40 3.33 3.13

Packer and shipper purchases:

Average weight, lbs..... 251 246 238

Average cost \$ 3.77 \$ 3.88 \$ 3.85

SLAUGHTER LAMBS.

Lambs—

90 lbs. down—good & ch... 5.43 5.55 6.01

Spring—good & ch.... 6.90

THE NATIONAL PROVISIONER

MARCH EDIBLE FAT EXPORTS.

Exports of oleo oil, oleo stock and lard, with countries of destination, and total exports of certain other edible fats are reported as follows:

	Oleo oil, lbs.	Oleo stock, lbs.	Lard, lbs.
Belgium	168,607	17,496	1,380,622
Denmark	110,438	142,501	27,506
Finland	.....	.....	463,976
France	6,844	.....	841,548
Germany	416,983	.....	7,775,186
Irish Free State	37,859	.....	12,000
Italy	.....	.....	584,554
Macaronesia	715,140	38,587	2,295,201
Norway	105,645	31,569	24,971
Sweden	80,585	176,463	24,375
United Kingdom	831,015	36,000	26,160,122
Canada	.....	.....	33,000
Costa Rica	.....	.....	244,669
Guatemala	.....	.....	151,990
Panama	.....	.....	205,768
Mexico	.....	.....	3,427,146
Cuba	431,934	.....	886,120
Haiti	375	.....	302,964
Venezuela	37,000	.....	1,002,246
Others	32,465	4,240	200,329

Total 2,975,190 455,284 47,061,331

In addition to the above, 2,548,056 lbs. of lard were exported to insular possessions of which 2,511,669 lbs. went to Porto Rico.

Oleo oil exported was valued at \$148,216; oleo stock at \$23,086 and lard at \$2,482,413.

Exports of oleo stearine for the month totaled 613,383 lbs., more than half of which went to the United Kingdom. Total valuation was \$23,518.

Tallow exports totaled 241,664 lbs. valued at \$10,446. Oleomargarine or animal or vegetable fats exported totaled 29,520 lbs. valued at \$3,185; neutral lard exports totaled 451,298 lbs. valued at \$26,110, and cooking fats other than lard 197,151 lbs. valued at \$17,692.

CANADIAN MEATS TO U. S.

Exports of livestock and meats from Canada to the United States during March, 1933, with comparisons, are reported as follows:

	Mar., 1933.	Mar., 1932.
Cattle, No.	104	1,001
Calves, No.	.....	718
Hogs, No.	20	2
Sheep, No.	95	5
Beef, lbs.	600	38,500
Bacon, lbs.	115,600	232,900
Pork, lbs.	140,300	345,200
Mutton, lbs.	.....	1,800
Lard, lbs.	301,512	121,243
Lard compound, lbs.	190	1,802

	Mar., 1933.	Feb., 1933.	Mar., 1932.
Wt. Per 100 lbs.	.....	.....	.....
Cost Wt. Per 100 lbs.	.....	.....	.....
Cost Wt. Per 100 lbs.	.....	.....	.....
Cost Wt. Per 100 lbs.	.....	.....	.....
Chicago	246	\$ 8.88	236
Denver	224	3.18	219
St. Louis	215	3.76	218
East. St. Louis	215	3.76	218
Fort Worth	210	3.51	211
Kansas City	237	3.52	233
Omaha	250	3.38	248
Sioux City	257	3.39	244
South St. Joseph	238	3.46	232
South St. Paul	232	3.45	227
Wichita	226	3.33	226
	2.94	232	3.86

MAY LAMB PROSPECTS.

Marketings of Tennessee and Kentucky lambs were well under way on May 1, Tennessee lambs showing high quality and those from Kentucky being in generally good condition. Because of cool wet weather Virginia lambs have not made as rapid growth as was expected and marketings may be somewhat delayed. The spring lamb run from the Northwestern states is expected to be somewhat delayed because of pasture conditions. California shipped some 113,000 fewer lambs to eastern markets up to May 1 than a year ago and the May movement is expected to consist largely of feeder lambs. On May 1 pastures were generally good in the native sheep states and a heavy May movement from this section is in prospect.

CANADIAN BRANDED BEEF.

Branded beef sales in Canada during March, 1933, totaled 3,221,736 lbs. compared with 2,230,104 lbs. in the same month a year earlier. During the first three months of 1933, sales of branded beef in the Dominion totaled 7,463,180 lbs., compared with 5,228,521 lbs. in the first quarter of 1932. Of the March total 1,017,015 lbs. were of the first or red brand and 2,204,721 lbs. of the blue or second brand.

Provision and Lard Markets

WEEKLY REVIEW

Trade More Active—New Highs Established—Hogs Strong—Hog Run Moderate—Cash Trade Satisfactory—Corn Weather Unfavorable—Grains Tight.

The market for hog products the past week was featured by a decided enlargement in commission house activity and a higher range. This was particularly true in lard, where prices bulged to new season's highs, and showed a gain of 233 to 245 points over the season's lows. Strength in the hog market, the result of a moderate hog run, continued firmness in grains, and a satisfactory cash trade in hog products aided the upturn materially.

The chief underlying factor was the belief that if the administration's plans were carried through, hogs and hog products were destined for higher levels. Cash trade in product was reported satisfactory, so that the statistical position of lard attracted more attention.

There was lard buying through commission houses and trade interests, but the bulges ran into profit taking and hedge selling. There were numerous setbacks, but the market showed considerable recuperative power, responding readily to speculative absorption and to strength in commodity markets in general. A stronger situation in the securities market furnished a good deal of fuel for bullish enthusiasm in hog products.

Hog Prices Gain Sharply.

Top hogs at Chicago bulged to 4.30c. Average price rose to 4.20c, the highest since September 14, and a recovery of \$1.40 from the season's lows.

Receipts of hogs at western packing points last week were 484,900 head, compared with 501,700 head the previous week and 413,700 head the same week last year. The advance in hog prices brought some increase in arrivals, principally trucked-in. The producer, however, was not flooding the market. This, with the generally better business news, evidence of some increases in employment, and a tendency in some industries to increase wages, created optimism as to favorable prospects for increased consumption of hog products.

Delayed planting of corn and cotton came in for considerable consideration. Weather conditions in the corn and cotton belt the next few weeks may cut considerable figure. Strength in grains, particularly corn, was regarded as favorable towards the maintenance of enhanced hog values.

Average weight of hogs received at Chicago last week was 252 lbs., compared with 248 lbs. the previous week, 239 lbs. a year ago, and 230 lbs. two years ago.

Official exports of lard for the week ended April 29 were 8,875,000 lbs., against 7,568,000 lbs. last year. Exports from January 1 to April 29 have

been some 213,452,000 lbs., compared with 208,015,000 lbs. the same time last year. Of the week's exports, the United Kingdom took 3,404,000 lbs., Netherlands, 3,466,000 lbs.; Germany, 934,000 lbs.; other Europe, 599,000 lbs.; Cuba, 61,000 lbs.; other countries, 411,000 lbs.

Meat Exports Gain.

Exports of hams and shoulders, including Wiltshires, for the week were 1,391,000 lbs., against 1,113,000 lbs. last year; bacon, including Cumbelines, 235,000 lbs., against 323,000 lbs.; pickled pork, 250,000 lbs., against 128,000 lbs. last year.

Depreciation of the dollar was a factor again this week in the advance of commodities. At the same time, strengthening of foreign moneys should argue well for ultimate business in hog products. Prospects of a tariff truce between now and the economic conference at London, and the hopes that out of the London conference will come a modification of the mad tariff race of the past several years, was also considered constructive as far as hog products are concerned.

LARD—Demand was good and the market strong. At New York, prime western was quoted at 6.70c; middle western, 6.50@6.60c; New York City

tierces, 6½@6¾c; tubs, 6¾@6½c; refined Continent, 6¾c; South American, 7¾c; Brazil kegs, 7¾c; compound, car lots, 7¾c; smaller lots, 7½c.

At Chicago, regular lard in round lots was quoted at 2½c over May; leaf lard, 55c under May; loose lard, 60c under May.

PORK—Market was quiet but firm at New York. Mess was quoted at \$18.75 per barrel; family, \$16.50 per barrel; fat backs, \$12.50@13.50 per barrel.

BEEF—Market was firm and demand fair at New York. Mess was nominal; packet, nominal; family, \$12.00@13.00 per barrel; extra India mess, nominal.

See page 34 for later markets.

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, May 5, 1933, as reported to THE NATIONAL PROVISIONER:

	Week ended May 5.	Prev. week.	Cor. week, 1932.
Chicago	140,703	129,492	116,468
Kansas City, Kan.	81,607	70,670	18,792
Omaha	42,584	47,841	76,554
St. Louis & East St. Louis	81,819	78,637	70,765
Sioux City	32,211	34,746	32,282
St. Paul	40,930	42,812	50,468
St. Joseph J. C.	24,841	23,473	23,011
New York & J. C.	41,962	44,296	32,908
Total	503,146	471,974	421,258

Hog Cut-Out Less Favorable

Green meat prices failed to rise as rapidly as hog prices during the current week resulting in a less favorable return in cut-out values. Heavy averages showed least favorably as prices of heavy butchers and packing sows have moved up almost to the same level as the lighter weight butchers.

Closing prices of hogs at Chicago were approximately 50c higher than those a week earlier and the top at \$4.55 was the highest price since last September. Factors other than receipts and activity of shippers controlled price as the market was largely a small packer and city butcher affair.

Bulk of the hogs marketed were well finished butchers ranging in weight be-

tween 200 and 300 lbs., only a limited number of light weights showing quality. Packing sows were in good supply and sold close to butcher grades. Low top of the week was \$4.25 reached on Monday.

Receipts at the twelve principal markets during the four-day period totaled 289,200 head compared with 273,100 a week ago and 320,500 a year ago.

The following test is worked out on the basis of average live hog costs and green product prices at Chicago during the first four days of the current week, as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. Quality lightweights cut at a slight profit while the loss increased as the weight range increased. Heavy fat cuts have not commanded so good a price as quality light averages.

	100 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.28	\$1.22	\$1.18	\$1.15
Picnics	.30	.27	.25	.23
Boston butts	.26	.26	.26	.26
Pork loins	.79	.68	.62	.53
Bellies, light	.89	.83	.53	.17
Bellies, heavy	.....	.....	.24	.58
Fat backs	.....	.....	.15	.22
Plates and lows	.07	.08	.09	.11
Raw leaf	.11	.11	.11	.11
P. S. lard, rend. wt.	.72	.80	.72	.66
Spareribs	.05	.05	.06	.05
Regular trimmings	.07	.07	.06	.06
Feet, tails, neckbones	.06	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$4.54	\$4.41	\$4.30	\$4.17
Total cutting yield	68.50%	60.50%	71.00%	72.00%
Crediting edible and inedible offal to the above cutting values and deducting from these totals the cost of well finished live hogs of the weights shown, plus all expenses, the following results are secured:				
Profit per cwt.	\$.12
Profit per hog	.20
Loss per cwt.	\$.18	\$.22	\$.33
Loss per hog56	.52	.91



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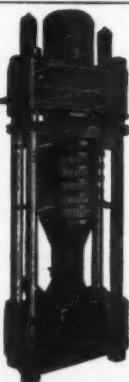
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**Fig. 1081—"Hallowell"
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May 13, 1933.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—Market for tallow in the East the past week was steadily on the up-grade and reached new high levels for the recovery. Indications were that a fairly good business in extra passed at New York at 3½c f.o.b., but the quantity was kept under cover. However, no large amounts were on the market, producers holding for ¼@½c lb. more.

On Wednesday rumors were current of sales at 3½c delivered, equal to 3½c f.o.b. This compared with the extreme low point of around 2c. Sales were reported at New York of good yellow tallow at 3½c f.o.b., and of special tallow at 3½c. Reports were also current of sales of fancy tallow at 3½c f.o.b., but this was at a time when extra was no better than 3½c f.o.b.

Indications were that the advancing tendency had brought both the larger and smaller consumer into the market for supplies. Strength in other commodities, the inflationary tendency, and reports of advancing soap prices, all had a stimulating influence on tallow.

At New York, extra was quoted 3½c @4c f.o.b. nominal; special, 3½c; edible, 4½@4½c nominal.

At Chicago, a strong market prevailed in tallow, with offerings greatly restricted and producers asking higher prices owing to a sharp advance in other markets. At Chicago, edible was quoted at 4½c; fancy, 4c; prime packer, 4c; No. 1, 3½c; No. 2, 3@3½c.

There was no London auction this week. At Liverpool, Argentine beef tallow, May-June shipment, was unchanged at 20s 9d; Australian good mixed, Liverpool, May-June shipment, was unchanged at 19s 3d.

STEARINE—Demand was moderate and the market strong at New York. Oleo was quoted at 5½@5½c. At Chicago, market was quiet but firm, with oleo quoted at 5½c.

OLEO OIL—Consumer interest was a little more in evidence, and the market was a little stronger. Extra at New York was quoted at 6@6½c; prime, 5½@5½c; lower grades, 5c. At Chicago, demand was better, and the market was strong. Extra was quoted at 6c.

See page 34 for later markets.

LARD OIL—Demand was fair, and the market was firmer with raw materials. Prime at New York was quoted at 8½c; extra winter, 7c; extra, 6½c; extra No. 1, 6½c; No. 1, 6½c; No. 2, 6c.

NEATSFOOT OIL—Consumer interest was more active, and the market was steady to firm. Pure at New York was quoted at 10½c; extra, 6¾c; No. 1, 6½c; cold test, 6c.

GREASES—A very strong situation prevailed in the market for greases at New York the past week. Further strength in tallow and higher commodity markets generally made for a situation where offerings in greases were light and limited. Producers' ideas were somewhat above those of con-

sumers. As a result, volume of trade was moderate, but prices were at new highs for the upturn.

At New York, yellow and house advanced to 3½c; A white was quoted at 3½c; B white, 3½c; choice white for export, 4½c nominal. The impression prevailed that these prices, or better, would have to be paid to secure sizable quantities.

At Chicago, situation in greases was strong owing to restricted offerings and the upturn in other markets. A fair turnover was reported at about the quoted levels. At Chicago, brown was quoted at 2½@3c; yellow, 3½@3½c; B white, 3½c; A white, 4c; choice white, all hog, 4½c.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 10, 1933.

Ground dried blood is held at \$2.35 per unit, f.o.b. New York, but stocks are accumulating and with our fertilizer season drawing toward a close it is probable that bids will be accepted. South American for May-June shipment from South America is offered at \$2.20 per unit c.i.f. Atlantic and Gulf Ports.

Ground tankage is held at \$2.25 & 10c New York and stocks of both ground and unground tankage are very small.

Most foreign materials in the fertilizer line have advanced in price and sellers do not care to quote except for prompt shipment.

Unground dry rendered tankage sold at 70c per unit of protein f.o.b. New York, which is today's quotation, with the ground being held at 75c per unit, f.o.b. New York.

FAT MARKETS IN FRANCE.

(Special Report to The National Provisioner from Emmanuel Welding and A. Bloch.)

Paris, April 27, 1933.

Lard situation shows no change from that of a month earlier. Trading is weak and American prime steam lard found very slow outlet here.

Choicest edible grades of European cotton oil, sold for 225 francs per 100 kilos, c.i.f. French Atlantic ports.

Market on tallow has been very weak during the month and official Paris quotations declined gradually from 145 to 135 francs per 100 kilos.

INEDIBLE GREASE EXPORTS.

March exports from the United States of inedible greases and fats, including inedible tallow, totaled 4,711,935 lbs. valued at \$126,913. Grease stearine exported during the month totaled 199,706 lbs. with a valuation of \$7,928. Exports of neatsfoot oil totaled 42,223 lbs. valued at \$4,687.

CASTILE SOAP FROM SPAIN.

Exports of castile soap from Spain to the United States during 1932 totaled 814,844 pounds valued at \$60,874.

By-Products Markets

Blood.

Chicago, May 11, 1933.

Sales made this week at \$2.35, with offerings at \$2.50.

Unit Ammonia.
Ground and unground..... \$2.35

Digester Feed Tankage Materials.

Buyers offering \$2.75. Offerings held at \$3.00.

Unit Ammonia.
Unground, 10 to 12% ammonia... \$2.75@\$3.00 & 10c
Unground, 8 to 10% ammonia... 2.75@\$3.00 & 10c
Liquid stick..... @1.50

Dry Rendered Tankage.

Offerings continue light. Demand is good.

Hard pressed and exp. unground per unit protein.....	.70@ .75
Soft prsd. pork, ac. grease & quality, ton.....	@30.00
Soft prsd. beef, ac. grease & quality, ton.....	@25.00

Packinghouse Feeds.

Demand continues good. Market firm.

Digester tankage meat meal.....	Per ton. \$36.00
Meat and bone scraps 50%.....	36.00
Steam bone meal, special feeding per ton.....	@35.00
Raw bone meal for feeding.....	27.00

Fertilizer Materials.

Product being offered at \$1.60 & 10c. Some sales reported made at this figure.

High grd. ground, 10@12% am.	@1.00 & 10c
Low grd. and ungrd. 8-10% am.	@1.00 & 10c
Bone tankage, w.grd. low gd., per ton.....	@18.00
Hair meal.....	@1.25

Gelatine and Glue Stocks.

Skulls, jaws and knuckles in fair demand. Prices largely nominal.

Kip stock.....	Per ton. \$10.00@12.00
Calf stock.....	12.00@15.00
Sheeps, pizzles.....	@10.00
Horn pits.....	18.00@17.00
Cattle jaws, skulls and knuckles.....	20.00@22.00
Hide trimmings (new style).....	4.00@ 6.00
Hide trimmings (old style).....	6.00@ 8.00
Pig skin scraps and trim, per lb.....	@2½c

Bone Meals (Fertilizer Grades).

Market showing a little better tone.

Steak, ground, 3 & 50.....	\$24.00@26.00
Steak, unground, 3 & 50.....	22.00@24.00

Horns, Bones and Hoofs.

Offerings of packer bones limited. Prices largely nominal.

Horns, according to grade.....	Per ton. \$30.00@150.00
Mfg. shin bones.....	65.00@110.00
Cattle hoofs.....	@15.00
Junk bones.....	14.00@ 15.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Market continues dull. Prices largely nominal.

Summer coil and field dried.....	4½ ½ ¾ c
Winter coil dried.....	4½ ½ ¾ c
Processed, black winter, per lb.....	2½ ½ ¾ c
Processed, grey, winter, per lb.....	2½ ½ ¾ c
Cattle, switches, each*.....	1 @ 1½c

*According to count.

LARD AND GREASE EXPORTS.

Exports of lard from New York City May 1, 1933, to May 10, 1933, totaled 3,856,374 lbs.; tallow, none; greases, none; stearine, 14,400 lbs.

May 13, 1933.

Meat Industry Activities

Rogue River Meat Co., Inc., Medford, Ore., packers and wholesale meat dealers, will enlarge their coolers.

W. Fields has engaged in the sausage manufacturing business at 2913 West San Fernando Blvd., Burbank, Calif.

Chicago Packing Co., 2464 Riopelle St., Detroit, Mich., wholesalers, has been incorporated with a capital of \$25,000.

City Packing Co., Fort Worth, Tex., has rebuilt that portion of its plant destroyed by fire in January with a loss of \$50,000.

George A. Altes, 27 Main St., Hamburg, N. Y., has plans for erection of a small sausage manufacturing plant. Building will be 24 by 40 ft., one-story high.

Plans are nearing completion for alterations and additions to the meat packing plant of John J. Felin & Co., Inc., 4142 Germantown Ave., Philadelphia, Pa.

S. M. Michalski Packing Co., 17 Newell St., Buffalo, N. Y., is planning erection of a sausage manufacturing plant to cost \$20,000 at Howard and Newell Sts.

John W. Reichert is having plans prepared for erection of a two-story, 75 by 180 ft., brick, concrete and steel meat packing plant on Lundberg and Beck Sts., Worcester, Mass.

Fire recently completely destroyed the Morris branch of Armour and Company at 631 Brook Ave., New York City. Loss on building and equipment is estimated at \$30,000. It is planned to rebuild.

The project of Chieffetz & Greenberg Co., 264 Hudson Ave., Brooklyn, N. Y., to erect an abattoir on Hudson Ave. and Concord St. at a cost of \$90,000 is reported to have been abandoned for the present.

Migdall & Kaplan, 11 Washington St., Paterson, N. J., have awarded a contract for erection of an abattoir on River Road, Fairlawn, N. J. The building will be one-story high and of brick and steel construction.

Schisler Provision Co., Carl Schisler, president, Portsmouth, O., is planning erection of a 60 x 60 ft. addition, two stories high, to the plant. An additional story will also be added to the present main processing building.

Fresh and smoked meats and a full line of sausage products are to be produced by the American Eagle Sausage Co., Stevens Point, Wis. The company has been operating a retail market and has now established a processing plant.

Equipment of the defunct Pontiac Packing Co. has been moved to Ionia, Mich., where an unoccupied manufacturing plant has been fitted up for meat packing operations. Principals of the company are Christian Schmidt, Detroit, and Fred Fuszek, Grand Rapids.

Carl Kaufman, for the past six years sales manager of the Bloomington Sausage Co., Bloomington, Ill., has purchased the company and now is operating three trucks. The company manufactures a full line of sausage and deals in beef and pork cuts, fresh veal and cheese.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., May 10, 1933.

Cottonseed meal market was rather quiet, but prices were higher—and the market was strong. October meal, which closed at \$18.35 yesterday, was traded in today at \$18.65 and \$18.55, at which point it closed. The market was up 5@25c per ton, but was inclined to drag through the entire session. The market closed dull at the advance.

Cottonseed market was bid up 25c per ton, but was again quiet and inactive.

OIL STORAGE IN VANCOUVER.

The Canadian government has authorized the construction by the Vancouver, B. C., Canada, harbor board of vegetable oil storage tanks for that port. The tanks will have a capacity of 50,000 gallons and will cost \$50,000. Large quantities of vegetable oils from the Orient pass through Pacific Coast ports en route to Europe where they are used largely in soap manufacture. It is believed that with this provision for storage much of this traffic will be routed through Vancouver. There already has been a considerable movement of cocoanut oils from the Orient to England by this route.

FISH OILS QUOTED BY POUND.

Refiners of whale, sperm and menhaden oils have abandoned the old custom of selling these products by the gallon and are now quoting on a pound basis. The latter method is regarded as more satisfactory from the viewpoint of both buyer and the seller. The custom of quoting in gallons of 7½ lbs. has prevailed for many years, and the new method was adopted in order to secure greater accuracy, as the weight of a measured gallon is not always the same.

SOYA BEAN ACREAGE.

Farmers' intentions are to increase the soya bean acreage of the United States about 9 per cent this year compared with 1932, according to the U. S. Department of Agriculture. In the northern states, where soya beans are grown mostly for sale to oil mills, the report shows an increase of from 5 to 25 per cent. In the South, where this crop is grown mainly for seed and hay, most states show either no change or a decrease. North Carolina growers expect to cut their acreage about 10 per cent, while in Alabama a small increase is expected.

MARCH MARGARINE TAXED.

Margarine production and margarine on which tax was paid during January, 1933, as reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, with comparisons:

	Mar. 1933,	Mar. 1932,
	Ibs.	Ibs.
Uncolored	21,068,488	18,558,957
Colored	320,952	414,163
Total	21,387,440	18,973,120
Uncolored margarine withdrawn, tax paid, lbs.		20,592,445
Colored margarine, withdrawn, tax paid, lbs.		38,884

COTTON OIL TRADING.

COTTONSEED OIL—Market transactions at New York:

Friday, May 5, 1933.

	Range	Closing			
	Sales.	High.	Low.	Bid.	Asked
Spot		470	a	Bid	
May		470	a	Bid	
June		480	a	495	
July	11	493	490	493	a
Aug.		497	a	508	
Sept.	21	509	505	507	a
Oct.	20	515	512	515	a
Nov.	1	515	515	515	a
Dec.	15	525	524	525	a

Sales, including switches, 68 contracts. Southeast crude, 70 under May sales.

Saturday, May 6, 1933.

Spot		475	a	Bid
May		476	a	485
June		480	a	495
July	14	495	490	495
Aug.		490	a	505
Sept.	3	505	505	505
Oct.		504	a	514
Nov.		506	a	516
Dec.	5	530	525	525

Sales, including switches, 22 contracts. Southeast crude, 89 under May bid.

Monday, May 8, 1933.

Spot		470	a	Bid
May	4	475	475	475
June		480	a	495
July	6	500	495	492
Aug.		495	a	510
Sept.	4	510	506	504
Oct.	2	516	516	508
Nov.		510	a	518
Dec.		520	a	530

Sales, including switches, 16 contracts. Southeast crude, 75 under May bid.

Tuesday, May 9, 1933.

Spot		475	a	Bid
May		475	a	490
June		475	a	490
July	4	489	483	484
Aug.		485	a	500
Sept.	6	505	500	498
Oct.		502	a	510
Nov.		505	a	516
Dec.	5	520	520	515

Sales, including switches, 15 contracts. Southeast crude, 75 under May bid.

Wednesday, May 10, 1933.

Spot		480	a	Bid
May		480	a	495
June		485	a	500
July	5	498	495	498
Aug.	2	505	505	500
Sept.	23	515	510	515
Oct.		517	a	524
Nov.		520	a	526
Dec.	27	535	530	535

Sales, including switches, 57 contracts. Southeast crude, 80 under May bid.

Thursday, May 11, 1933.

Spot		500	a	
May		500	a	510
June	515	505	515	a
July	531	524	527	a
Sept.	539	530	536	a
Oct.	546	541	548	a

See page 34 for later markets.

HULL OIL MARKETS.

Hull, England, May 10, 1933.—(By Cable.)—Refined cottonseed oil, 20s 3d; Egyptian crude cottonseed oil, 18s.

May 13, 1933.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Fairly Active—Market Strong—Outside Strength a Factor—New Highs Reached—Crude Firm—Cash Trade Satisfactory — Lard Upturn Helpful.

Operations in cotton oil futures the past week were on a fairly good scale, with outside interest at times showing a tendency to broaden. The latter was due to the general strength in commodities, and to price upturns in markets closely allied with cotton oil. Commission house and professional buying and covering uncovered moderate selling pressure, the latter coming mostly in the way of realizing. Results were that oil went to new highs for the season.

A continuance of unfavorable weather in the South and the Corn Belt had considerable influence on sentiment. Relative strength in the western lard market was a decided helpful influence to oil prices. While there was little change in the statistical position of the local market, routine conditions continued to be ignored completely.

Beneath the buying power was the knowledge that the administration at Washington continued to work for higher commodity prices. Final passage of the farm relief bill and the defeat of the price fixing sections had a constructive influence on the market.

Crude Markets Firm.

There were further rains in the South the past week. While the weather cleared up for a day or two the middle of the week renewed showers were predicted. The season is late, and the new crop situation is daily becoming more and more of a price making factor.

At the high point oil was up 112 to 135 points, from the lows of the season. Lard showed gains of 233 to 245 points from the season's lows. Relative strength in the western market helped place compound in a better position, and the trade appeared to be anticipating an increase in oil consumption as a result. The fact that lard statistics are rather bullish, and hog prices are

showing more strength, with top hogs up to 4.30c, influenced the professional element in oil, as did the strength in other oils and inedible greases.

Crude markets were quiet but firm; Southeast, 4c bid; Valley, 4c nominal; Texas, 3 1/4c bid.

Cash Oil Demand Good.

Cash oil demand was reported fairly good. Cash lard trade was satisfactory. Cash positions were firmer with futures. Cash oil strength was partly the result of the fact that the lard stocks are in strong hands. A few further tenders made their appearance on the May delivery at New York, but deliveries have not been important. The spot month was generally regarded as pretty well evened up.

While oil has scored a fairly good gain from the season's low point, realizing from time to time has kept the technical position healthy. Even at the high point of the recovery no undue open long interest existed. Expectations are that the market will encounter very little hedge pressure from refiners pending a clearer idea of the new crop prospect.

While the weather has been unsatisfactory, reports from the South still continue to indicate prospects of an ac-

reage increase of around 7 per cent. In this connection, the trade is a little puzzled as to just how the Government will enforce the farm relief bill, particularly the part controlling acreages of wheat and cotton. Delayed passage of the bill has created some uncertainty as to whether or not the acreage ideas can be made operative on the coming crop.

COCOANUT OIL—Some business developed in this market, but consumer demand, on the whole, continued very disappointing. Prices were steady, but the market made a very poor response to the outside upturns. At New York, coconut oil tanks were quoted at 3 1/4c; bulk oil, 3 1/4c. At the Pacific Coast, tanks were quoted at 3c.

CORN OIL—Consumer demand was quiet to fair, but the market was strong and at new highs for the upturn, with 4 1/4c Chicago bid refused. Sellers are asking 4 1/2c.

SOYA BEAN OIL—Market was moderately active but strong and at new highs for the recovery. Sales were reported at 5c, and the market was quoted at 5c asked f.o.b. mills.

PALM OIL—Trade has been moderate to slow in this quarter, erratic fluctuations in foreign exchange having some influence. Some business appeared to have passed, and the market was steady, being influenced by strength in competing quarters. At New York, spot Nigre was quoted at 3 1/4c; shipment Nigre, 3.08c; 12 1/2 per cent bulk, 3.15c; 20 per cent, 3.05c; 40 per cent, 3c; Sumatra bulk, 3.20c.

PALM KERNEL OIL—Market was inactive and largely nominal, with quotations at New York easier due to exchange. Bulk oil was quoted at 3.10c nominal.

OLIVE OIL FOOTS—Market was very steady, but consumer interest appeared routine. At New York, spot foots were scarce and firm at 5@5 1/4c; shipment, 4 1/4c@5c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market was quiet but firm and nominally quoted 4@4 1/4c tanks f.o.b. southern mills.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago,
Illinois

HAMMOND'S
Mistletoe
MARGARINE

May 13, 1933.

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products are strong and at new season's highs on general buying covering. Hogs at new top of \$4.80. Selling is largely realizing and hedging.

Cottonseed Oil.

Cotton oil is strong, following new highs for lard. Outside interest is broader; crude firm; Southeast and Valley, 4c lb.; Texas, 3 1/2 c lb. April consumption was 252,000 barrels; year ago, 227,000. Seasonal consumption to date has been 2,197,000 barrels; visible supply, 2,705,000 barrels; year ago, 2,398,000 barrels.

Quotations on bleachable cottonseed oil at New York Friday noon were:

May, \$5.00@5.10; June, \$5.05@5.20; July, \$5.15@5.24; Aug., \$5.18@5.28; Sept., \$5.32@5.35; Oct., \$5.36@5.43; Nov., \$5.40@5.50; Dec., \$5.50@5.58.

Tallow.

Tallow, extra, 3 1/2 c f.o.b.

Stearine.

Stearine, 5 1/2 @5 1/2 c.

Friday's Lard Markets.

New York, May 12, 1933. — Lard, prime western, \$7.10@7.20; middle western, \$6.90@7.00; city, 6 1/2 @6 1/2 c; refined Continent, 7 1/2 @7 1/2 c; South America, 7% @7 1/2 c; Brazil kegs, 8 1/2 c; compound, 7 1/2 @7 1/2 c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, May 11, 1933.—Quotations unchanged from last week on spot lard. Future contracts unchanged to 3d higher. English bellies 2s up. Very poor demand for picnics and hams; fair demand for lard. General provision market steady but firm.

Friday's prices were as follows: Hams, American cut, 74s; hams, long cut, 72s; Liverpool shoulders, square, none; picnics, 50s; short backs, none; bellies, clear, 52s; Canadian, 64s; Cumberrlands, 58s; Wiltshires, none; spot lard, 46s.

BRITISH PROVISION MARKETS.

Arrivals of Continental bacon in the United Kingdom for the week ended April 26 totaled 73,635 bales compared with 70,486 bales the previous week and 87,287 bales the same week a year ago. Prices of first quality products at Liverpool for the week ended April 26, with comparisons, are reported as follows:

	Apr. 26, 1933.	Apr. 19, 1932.	Apr. 27, 1932.
American green bellies	\$ 8.80	\$ 8.24	none
Danish green sides	13.19	12.06	\$ 8.60
Canadian green sides	10.60	9.75	9.80
American short cut green hams	12.60	11.67	11.15
American refined lard	7.32	6.55	6.40

Fancy bellies bring the best price when they are dry cured. "PORK PACKING," The National Provisioner's new book, tells just how to go about it to obtain a fancy dry cure.

MEAT AND LARD STOCKS.

Stocks of meat and lard on hand in the United States on May 1, 1933, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	May 1, '33.	Apr. 1, '33.	5-Year Av.
	lbs.	lbs.	May 1-lbs.
Beef, frozen	19,587,000	21,541,000	39,577,000
In cure	6,407,000	7,237,000	9,113,000
Cured	4,507,000	5,003,000	9,690,000
Pork, frozen	165,875,000	153,032,000	257,875,000
D. S. in cure	49,416,000	45,245,000	66,026,000
D. S. cured	39,647,000	41,794,000	82,909,000
S. P. in cure	229,431,000	220,598,000	240,618,000
S. P. cured	145,304,000	149,571,000	205,072,000
Lamb and Mutton, frozen	1,764,000	1,818,000	2,628,000
Misc. Meats	44,842,000	41,858,000	76,732,000
Lard	71,851,000	61,674,000	133,885,000
Product placed in cure during:		Apr., 1933.	Apr., 1932.
Pork, frozen	49,882,000	48,828,000	
D. S. pork placed in cure	52,928,000	52,058,000	
S. P. pork placed in cure	170,796,000	165,189,000	

GERMAN HOGS AND LARD.

Hog receipts at the 14 principal German markets for the week ended April 26 totaled 72,237 head compared with 38,858 head the previous week and 66,789 head the same week a year ago. Prices at Berlin were \$7.40 for the most recent period compared with \$7.13 a week earlier and \$7.54 a year earlier. Lard in tierces at Hamburg was quoted at \$7.89 per cwt. for the week ended April 26, compared with \$6.47 the previous week and \$6.90 a year ago.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 12, 1933, show exports from that country were as follows: To the United Kingdom, 111,927 quarters; to the Continent, 2,505. Exports the previous week were: To England, 24,806 quarters; to Continent, 10,400.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended May 6, 1933, were 5,121,000 lbs.; previous week, 4,472,000 lbs.; same week last year, 3,820,000 lbs.; from January 1 to May 6 this year, 80,066,000 lbs.; same period a year ago, 68,867,000 lbs.

Shipments of hides from Chicago for the week ended May 6, 1933, were 7,499,000 lbs.; previous week, 4,239,000 lbs.; same week last year, 4,900,000 lbs.; from January 1 to May 6 this year, 83,214,000 lbs.; same period a year ago, 81,994,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended May 6, 1933:

Week Ending	New York.	Boston.	Phila.
May 6, 1933.	16,459	.....	.....
Apr. 29, 1933.	9,017	.....	.....
Apr. 22, 1933.	7,956	.....	.....
Apr. 15, 1933.	36,699	.....	8,000
	171,882	2,976	32,647
May 7, 1932.	8,102	.....	815
Apr. 30, 1932.	27,732	2,646	10,007
	229,340	37,319	118,006

APRIL FRESH MEAT PRICES COMPARED

Chicago.

Wholesale fresh meat prices for Apr., 1933, with comparisons:

Apr., Mar., Apr.,

1933. 1933. 1932.

BEEF.

Steer—	Choice	9.96	\$10.58	\$12.02	300-500 lbs., Choice	.....	\$10.82	\$10.96	\$12.15
300-500 lbs., Good	8.58	9.21	11.00	Medium	7.58	8.16	.....	9.48	9.59
500-700 lbs., Good	9.33	9.40	12.02	.....	8.33	8.39	11.00	8.26	7.97
700 lbs. up, Good	8.58	8.51	12.99	.....	8.58	8.51	12.99	9.34	9.20
500 lbs. up, Medium	7.33	7.46	11.25	.....	7.33	7.46	11.25	8.24	7.90
Cow—	6.75	6.70	9.30	.....	6.75	6.70	9.30	6.69	6.24
Medium	6.25	5.98	8.10	.....	6.25	5.98	8.10	5.74	5.69
Common	5.75	5.40	7.10	.....	5.75	5.40	7.10	5.74	5.65

VEAL CARCASSES.

Choice	8.64	9.81	9.40	.....	Choice	.....	10.11	11.71	11.95
Good	7.56	8.38	8.25	.....	Good	.....	8.31	9.03	10.08
Medium	6.16	7.18	7.02	.....	Medium	.....	7.12	8.66	8.48
Common	5.00	6.00	5.90	.....	Common	.....	6.10	7.64	7.21

LAMB.

38 lbs. down, Choice	11.95	12.55	15.88	.....	38 lbs. down, Choice	.....	13.36	13.67	16.30
Good	11.15	11.52	14.98	.....	Good	.....	12.68	12.92	13.37
Medium	10.32	10.58	13.34	.....	Medium	.....	11.65	12.08	13.45
30-45 lbs., Choice	11.75	12.57	15.88	.....	30-45 lbs., Choice	.....	12.84	13.06	17.15
Good	11.08	11.52	14.98	.....	Good	.....	12.18	12.27	16.30
Medium	10.18	10.58	13.34	.....	Medium	.....	11.18	11.50	13.45
Spring—	Good & ch.	13.95	.....	.....	Spring—	.....	15.06	.....	20.30

PORK CUTS.

Fresh— Loins.	8-10 lbs. av.	8.14	10.11	11.80	8-10 lbs. av.	.....	9.70	10.93	12.00
8-10 lbs. av.	8.14	10.04	11.60	.....	8-10 lbs. av.	.....	9.51	10.79	12.34
10-12 lbs. av.	7.51	9.07	10.51	.....	10-12 lbs. av.	.....	8.82	9.84	11.04
12-15 lbs. av.	7.08	7.95	9.14	.....	12-15 lbs. av.	.....	7.98	8.86	9.86
Shoulders, N. Y. style, skinned	8-12 lbs. av.	6.14	6.58	7.05	Shoulders, N. Y. style, skinned	.....	7.34	7.61	8.00

Cured— Hams, smoked, reg. No. 1.

12-14 lbs. av.	12.46	11.60	12.62	12-14 lbs. av.	.....	12.42	12.42	14.00
12-14 lbs. av.	11.93	11.35	12.00	12-14 lbs. av.	.....	12.21	11.94	14.00
Hams, smoked, skinned, No. 1.	.....	.....	.....	.....	.....	.....	.....	.....

Cured— Hams, smoked, skinned, No. 1.

16-18 lbs. av.	13.18	12.95	15.00	16-18 lbs. av.	.....	12.31	12.11	15.40
16-18 lbs. av.	13.18	12.85	14.00	16-18 lbs. av.	.....	12.31	11.84	15.40
Bacon, smoked, No. 1, dry cure.	.....	.....	.....	Bacon, smoked, No. 1, dry cure.	.....	.....	.....	.....

Cured— Hams, smoked, reg. No. 1, S. P. cure.

8-10 lbs. av.	14.31	13.80	14.75	8-10 lbs. av.	.....	13.45	13.82	14.82
8-10 lbs. av.	12.50	11.30	12.50	8-10 lbs. av.	.....	10.25	9.63	10.80
10-12 lbs. av.	11.56	10.85	11.50	10-12 lbs. av.	.....	10.00	9.24	10.88

Cured— Lard, refined, tubs.

Lard, refined, tubs.	6.00	5.50	6.00	Lard, refined, tubs.	.....	6.30	6.07	6.62
Substitutes, tubs	6.16	5.32	5.75	Substitutes, tubs	.....	6.48	6.16	6.62

May 13, 1933.

Hide and Skin Markets

Chicago.

PACKER HIDES—Another advance of a half-cent was paid in the packer hide market early this week, while a further advance of one-quarter cent was later obtained for River point light native cows. Total trading so far is estimated at 65,000 hides, dating April and Early May, a fair week's business considering the size of present kill.

On the opening day of the week, one packer sold about 8,000 hides at the advance; 9½c was paid for native steers, and northern point extreme native steers and light native cows; 9c paid for heavy native cows and branded cows.

On the following day, another packer sold 30,000 hides, and a third packer 15,000, same basis; native steers and butt branded steers 9½c; Colorados, heavy native cows and branded cows 9c; light native cows and extreme native steers, 9¾c for River points and 9½c for northern points.

Later, one packer sold 2,500 more native steers 9¾c, 3,300 heavy Texas steers 9½c, and 2,000 light native cows and extreme native steers, River points, at 9¾c, steady.

Final sale reported this week was 1,500 Apr.-May light native cows, River points, at a further quarter-cent advance, or 10c; this was declined for more, asking 10½c. As the week closed, bids of 9¾@10c are reported for small lots of native steers; packers report they could sell Colorados at 9½c in a small way, and 10c is bid for River point, and 9¾c bid for northern point, light native cows. Very few hides being offered as the week closed and market appears firm.

SMALL PACKER HIDES—A local small packer sold May production of an outside plant, 3,500 all-weights, early this week at 9¾c for natives and 8¾c for branded. Market firm.

Local small packer association, at the week's opening, sold a car May native steers 9¾c, two cars May light native cows 9¾c, and car May branded cows 8¾c.

In Pacific Coast market, asking prices were raised from 8c to 8½c, flat, f.o.b. shipping points, for steers and cows; last sale 7½c basis.

FOREIGN WET SALTED HIDES—Fair trade in South American market at higher prices. Early in week, 12,000 Argentine steers sold at \$27.00, equal to 9¾c, c.i.f. New York, as against \$25.25 or 8¾c paid late previous week. Germany bought 3,000 light steers, 21 kilos, equal to 9c. Further sales of 12,000 Argentine steers at \$27.00, or 9¾@9¾c, and final sale 2,000 Artigas equal to 9¾c.

COUNTRY HIDES—Advances were paid this week in the country market and the market appears fully steady at present levels. All-weights are quoted around 7c, selected, delivered Chicago. Heavy steers and cows are the most difficult item to dispose of and quoted around 6@6½c nom. Couple cars buff weights sold at 7½c, or ½c up. Couple cars extremes moved at 8½c, also 1½c

advance, and asking up to 9c. Country bulls recently sold at 5c. All-weight branded quoted around 5½c, flat, less Chicago freight.

CALFSKINS—Market on packer calf is undoubtedly higher, but prices not very well established. The market is fairly well cleaned up to end of April in most directions. Last trading was a car Apr. St. Pauls at 13½c for 9½/15-lb., and 11½c for under 9½-lb. One packer reported a bid of 15c for northern heavies declined, asking 16c for northern heavies, 15c for southern heavies, and 14c for lights.

Chicago city 8/10-lb. calfskins sold at close of last week at 11c; a later report that sales had been made at 12c was never confirmed, but quoted 11@12c. The 10/15-lb. sold early this week at 13c, and quoted 13@14c at present. Nominal quotations on outside cities, 8/15-lb., 11@12c; mixed cities and countries 10@10½c; straight countries about 8c. Chicago city light calf and deacons 80c last paid.

KIPSKINS—Packer kipskins are rather slow to move at present levels, but are quoted nominally 12c for northern natives, 11c for over-weights; Aprils still held by most packers.

Last reported sale on Chicago city kipskins was at 10c, a week back, and market quoted around 11c, nom. Outside cities quoted around 10½@11c, nom.; mixed cities and countries 9@10c; straight countries about 8c.

Packer regular slunks 75c bid, with up to \$1.00 asked.

HORSEHIDES—Market steady to firm, but showing the rapid advances in other markets. Choice city renderers are quoted \$2.75@\$3.00, with mixed city and country lots \$2.25@\$2.50.

SHEEPSKINS—Dry pelts quoted around 8½c, delivered, for full wools. Packer shearlings sharply higher, with sales at previous week's asking prices; one packer sold six cars, and could have moved three more, all of 75c for No. 1's, 60c for No. 2's, and 45c for fresh clips; two other packers sold a car each, same basis. Pickled skins firm and one car reported at \$2.25 per doz. at Chicago, with \$2.50 asked in other directions. Last sale of winter skins at New York was a car at \$2.50. California spring lambs not offered, with a bid of \$3.25 reported. Outside small packer lamb pelts around 70@75c for current take-off.

New York.

PACKER HIDES—No activity reported yet on May hides, and one packer reported still holding some April take-off. A car of April Colorados was reported to have sold at last week-end at 8½c, but confirmation lacking. Market quotable nominally on basis of Chicago prices.

CALFSKINS—Slightly higher prices being asked for calfskins. Packers' ideas around mid-week were \$1.25 for 5-7's, \$1.50 for 7-9's, and \$2.10 for 9-12's, with a report that some 9-12's had sold at \$2.00. Collectors' ideas were \$1.10, \$1.30 and \$1.80, with bids slightly under these figures.

N. Y. HIDE FUTURE PRICES.

Saturday, May 6, 1933—Close: June 9.20@9.45; Sept. 9.71@9.80; Dec. 10.16@10.25; Mar. 10.55@10.65; sales 14 lots. Market closed 1 point higher to 10 lower.

Monday, May 8, 1933—Close: June 9.10@9.45; Sept. 9.65@9.70; Dec. 10.10 sale; Mar. 10.45@10.50; sales 25 lots. Market closed 6@10 points lower than Saturday.

Tuesday, May 9, 1933—Close: June 9.50@9.60; Sept. 9.95 sale; Dec. 10.35@10.40; Mar. 10.80 sale; sales 74 lots. Market 25@40 points higher.

Wednesday, May 10, 1933—Close: June 9.70b; Sept. 10.10 sale; Dec. 10.50 sale; Mar. 10.95@11.00; sales 61 lots. Market 15@20 points higher.

Thursday, May 11, 1933—Close: June 10.00 sale; Sept. 10.33@10.35; Dec. 10.70@10.73; Mar. 11.21@11.29; sales 73 lots. Market 20@30 points higher.

Friday, May 12, 1933—Close: June 10.00 bid; Sept. 10.20@10.35; Dec. 10.70@10.74; Mar. 11.20@11.30; sales 36 lots. Market closed unchanged to 13 points lower.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended May 12, 1933, with comparisons, are reported as follows:

	Week ended May 12.	Prev. week.	Cor. week. 1932.
Spr. nat.			
stra.	10 @10½n	9 @ 9½n	5 @ 5½n
Hvy. nat.			
stra.	9½@10b	@ 9	@ 4½
Hvy. Tex. stra.	@ 9½	@ 9n	@ 4½
butt brnd'd			
stra.	9 @ 9½	@ 9	@ 4½
Hvy. Col. stra.	9 @ 9½	@ 8½	@ 3½
Ex-light Tex.			
stra.	@ 9	@ 8½	@ 4
Brnd'd cows.	@ 9	@ 8½	3½
Hvy. nat. cows	9 @ 10b	9 @ 9½	4½
Lt. nat. cows	9 @ 10b	9 @ 9½	2½
Nat. bulls	9 @ 9½n	9 @ 9½	6n
Brnd'd bulls.	8 @ 9n	7½n	2½
Calfskins	14 @16x	11½ @13½	5½n
Kips, nat. ..	@12n	@10n	5½
Kips, ov-wt.	@11n	@10n	4½
Kips, brnd'd.	@10n	@9n	4½
Slunks, reg.	@75b	@75n	37½
Slunks, hrs.	40 @50n	40 @50n	25 @30
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

Nat. all-wts.	9½ @ 9½	@ 8½n	@ 4
Brnd'd	8½ @ 9	@ 8n	3½
brnd'd bulls ..	8 @ 8n	7½n	2½n
brnd'd ...	8 @ 8½n	7n	2½n
Calfskins	12 @14n	11 @13x	4½ @ 4½n
Kips	@11n	@10	4½
Slunks, reg.	90 @75n	50 @75n	30
Slunks, hrs.	35 @45n	35 @45n	20

COUNTRY HIDES.

Hvy. steers	6 @ 6½n	@ 5½n	2½ @ 3n
Hvy. cows ..	6 @ 6½n	@ 5½n	2½ @ 3n
Bulls	7½ @ 7½	6½ @ 7	3½
Extremes	8½	8	4n
Bulls	5	3½ @ 4	2n
Calfskins	8n	7½ @ 8	3 @ 3½n
Kips	8n	7½ @ 8	3 @ 3½n
Light calf ..	45 @ 60	45 @ 60	15 @ 20n
Deacons	45 @ 60	45 @ 60	15 @ 20n
Slunks, reg.	20n	20n	10n
Slunks, hrs.	10n	10n	6n
Horsehides	2.25 @3.00	2.25 @3.00	1.25 @ 1.85

SHEEPSKINS.

Pkr. lambs ..	.....	.....	.....
Sml. pkr.			
lambs	70 @75	65 @75	40 @ 60
pkr. shearlgs.	75 55	75n	25 @ 25
Dry pelts ..	8½	8	6 @ 6

HOG REFRIGERATION.

Chilling hogs is one of the most important things connected with curing. Have your men read the "do's" and the "don'ts" in "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."

May 13, 1933.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, May 11, 1933.

CATTLE—Compared with close last week: Practically all fed steers and long yearlings, 25c higher, instances up more on all grades weighty bullocks. Common and medium grade light steers are now selling at \$5.25 down. Good to near-choice light steers and yearlings were least active and, in general, not as much higher for week as either weighty bullocks or "cheap" light steers. Latter selling late in week on runaway market, which also featured weighty bullocks. Strictly good and choice mixed and heifer yearlings, 25c lower; all lower grade yearlings, butcher heifers, and cows—both cutter and fat cows—strong to 25c higher. Demand at all times was broadest for lower grades of above classes; bulls, 10 @15c higher; vealers, 50@75c lower. It was largely a steer and yearling run. Choice long yearlings were scarce and weighty bullocks in moderate supply. Extreme top yearlings, \$7.15, few above \$6.25; best, 1,475-lb. bullocks, \$6.35; bulk longfed heavies, \$5.50@6.00.

HOGS—Compared with Friday: Generally 50c higher; packing sows, 25c up. Receipts were smaller here but larger in aggregate at leading centers. City butchers and small packers competed actively each day. Late top, \$4.55, highest since September; bulk 180 to 290 lbs., \$4.40@4.50; 300 to 400 lbs., \$4.30@4.40; 140 to 170 lbs., \$3.85@4.40; pigs, \$3.25@3.75; packing sows, \$3.80@3.90, smooth lightweights, \$4.00.

SHEEP—Compared with close last week: Fat lambs, mostly 50@75c higher; slaughter ewes, around 25c higher. Small receipts were the principal stimulant. Current price levels are highest since July, 1932. Only a straggling supply of Colorado fed lambs arrived. Closing bulks follow: Choice 80- to 94-lb. woolen lambs, \$6.75@7.00; better grade clippers, \$6.00@6.50, few, \$6.65; California springers earlier in week, \$6.65@6.90; natives, \$6.00@7.25; week's bulk fat shorn ewes, \$2.25@3.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., May 11, 1933.

CATTLE—A general upturn in prices was shown by cattle here this week. Compared with the previous week's

close, steers sold 25c higher, some up 40c; mixed yearling heifers, cowstuffers, and vealers, 25c higher; bulls, 10c higher. Bulk of steers brought \$4.50@5.75, with top yearling steers \$6.40; best medium weight steers, \$6.00; 1,445-lb. steers in choice flesh, \$5.85. Top mixed yearlings scored \$5.60, and straight heifers \$5.50; bulk of good and choice kinds, \$5.00@5.50; most medium fleshed descriptions, \$4.50@4.75. Bulk of beef cows claimed \$3.00@3.50; top, \$4.00; low cutters, principally \$1.75@2.25. Period closed with top sausage bulls \$3.00; good and choice vealers, \$5.50.

HOGS—Porker prices rose without interruption until advances of 35@50c were recorded for the period. Pigs and packing sows rose 15c to mostly 25c. The top reached \$4.35 on Thursday, with bulk of all weights \$4.25 and \$4.30, pigs and light lights ranging downward to \$3.00. Packing sows bulked at \$3.60@3.75.

SHEEP—All sheep classes ruled mostly 25c higher for the week. Spring lambs bulked at \$6.75@7.25, a few up to \$7.50; throwouts, down to \$5.00. Clipped lambs bulked at \$5.50@6.00; fat ewes, mostly \$2.50@3.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., May 11, 1933.

CATTLE—Practically all classes of livestock reacted upward during the week. Fed steers and yearlings met a fairly active trade at strong to 25c higher levels, with weighty fed steers and the plainer grades showing the full advance. Choice 960-lb. yearlings scored \$6.75, a new high for the year locally, while several loads of lightweight steers and yearlings sold from \$6.00@6.65. Most of the fed arrivals, however, cleared from \$4.75@5.75. Mixed yearlings fed heifers and slaughter cows ruled strong to 25c higher than last Friday, while bulls are 25@35c above last week's close. Vealers closed on a firm basis with \$5.00@6.00 taking most of the supply.

HOGS—An active trade featured the hog market, and final values are 30@35c higher than last Friday. A new high mark for the year was scored on Thursday when choice 180- to 200-lb. weights reached \$4.10. This is the highest paid on the Kansas City market since September 14 last year. Packers were aggressive buyers at the advance and paid \$4.00 rather freely at

the finish for desirable grades scaling up to 290 lbs. Underweights met a limited outlet, and most of the 140- to 170-lb. weights sold from \$3.50@3.90 late. Packing sows shared the advance, with throwouts going at \$3.40@3.65.

SHEEP—Demand for fat lambs was also very dependable, and closing rates are 25@50c over last Friday. Clippers sold up to \$6.00, a new high for the season, while others ranged from \$5.10@5.85. A few woolen lambs brought \$6.25. Choice native springers reached \$7.10 on the final session, while best Arizonas went at \$7.00. Most of the spring lambs sold from \$6.50@6.85. Mature sheep are strong to 25c higher, with fat ewes selling from \$2.75 down.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., May 11, 1933.

CATTLE—Receipts of fed steers and yearlings were liberal, but with broad demand there was a strong tone to the market with prices showing a touch of strength. As compared with week ago, current prices are mostly 25c higher, with instances of more upturn on medium grade light yearlings. She stock and bulls are strong to 10@15c higher; vealers, strong. Choice 1,400-lb. steers sold at \$5.75; medium weights, \$6.40; yearlings, \$6.50. Choice 726-lb. heifers earned \$5.50. Practical top on vealers reached \$6.50.

HOGS—Compared with last Saturday, Thursday's hog prices are 30c higher; light lights, steady. Thursday's top \$4.00 on 190 to 270 lbs., with the following bulks: 180 to 350 lbs., \$3.90@4.00; 160 to 180 lbs., \$3.65@3.90; 140 to 160 lbs., \$3.35@3.65; sows, \$3.60@3.70; stags, \$3.25@3.50.

SHEEP—General trend to lamb values has been upward, net advance since last Friday being 50@60c; matured sheep, strong to 25c higher. Thursday's bulk California spring lambs, \$6.60@6.75; fed woolen lambs, \$6.00@6.65; fed clipped, \$5.75@6.00; top, \$6.10; good and choice shorn ewes, \$2.00@2.50.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., May 11, 1933.

Receipts of hogs at 25 concentration points and 7 packing plants in Iowa and Minnesota continued liberal the past week but the demand was unusually broad and price advanced steadily. Current quotations are mostly 25@30c above last week's close on all weights. Light lights and pigs were scarce but in narrow demand. Late bulk on good to choice 180- to 300-lb. weights, \$3.75@4.05, depending largely on distance hauled; most packing sows, \$3.25@3.55.

Receipts of hogs unloaded daily at these 25 concentration yards and 7 packing plants for week ended May 11, were as follows:

	This week.	Last week.
Friday, May 5.....	33,600	31,460
Saturday, May 6.....	24,800	30,200
Monday, May 8.....	50,300	61,100
Tuesday, May 9.....	18,200	12,200
Wednesday, May 10.....	35,100	26,000
Thursday, May 11.....	31,600	32,400

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

THE NATIONAL PROVISIONER

May 13, 1933.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, May 6, 1933, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle	Hogs	Sheep
Armour and Co.	4,427	1,634	8,197
Swift & Co.	4,019	1,086	10,136
Morris & Co.	1,865	—	5,235
Wilson & Co.	4,200	851	7,526
Anglo-Amer. Pkg. Co.	1,368	—	—
G. H. Hammond Co.	2,872	229	—
Libby, McNeil & Libby	523	—	—
Shippers	11,644	6,439	10,240
Others	6,200	42,341	11,610
Brennan Pkg. Co., 5,645 hogs; Independent Pkg. Co., 290 hogs; Boyd, Lunham & Co., 251 hogs; Hygrade Food Products Corp., 6,318 hogs; Agar Pkg. Co., 4,837 hogs.			
Total: 39,126 cattle, 9,015 calves, 66,801 hogs, 52,951 sheep.			
Not including 790 cattle, 1,297 calves, 58,290 hogs and 12,000 sheep bought direct.			

KANSAS CITY.

	Cattle and Calves	Hogs	Sheep
Armour and Co.	2,896	4,514	3,756
Cudahy Pkg. Co.	2,453	3,073	6,419
Morris & Co.	1,813	2,773	2,811
Swift & Co.	2,744	10,239	6,426
Wilson & Co.	2,674	3,941	5,210
Independent Pkg. Co.	—	420	—
Jos. Baum Pkg. Co.	431	—	16
Others	5,566	23,533	17,346
Total	18,677	28,584	41,984

OMAHA.

	Cattle and Calves	Hogs	Sheep
Armour and Co.	5,974	16,195	5,145
Cudahy Pkg. Co.	4,848	10,294	11,905
Dold Pkg. Co.	706	7,308	—
Morris & Co.	2,268	684	3,811
Swift & Co.	6,067	9,334	9,664
Others	12,912	—	—
Geo. Hoffman Pkg. Co., 65 cattle; Grt. Omaha Pkg. Co., 67 cattle; Omaha Pkg. Co., 63 cattle; J. Roth & Sons, 96 cattle; So. Omaha Pkg. Co., 55 cattle; Eagle Pkg. Co., 6 cattle; Lincoln Pkg. Co., 496 cattle; Natic Pkg. Co., 96 cattle; Sinclair Pkg. Co., 198 cattle; Wilson & Co., 800 cattle.			
Total: 21,800 cattle and calves; 56,727 hogs; 30,585 sheep.			

ST. LOUIS.

	Cattle	Calves	Hogs	Sheep
Krey Pkg. Co.	—	—	1,482	246
Laclede Pkg. Co.	34	—	394	—
Siehoff Pkg. Co.	21	—	1,001	48
American Pkg. Co.	130	—	—	—
Hunter Pkg. Co.	—	—	120	—
Sokolik Pkg. Co.	47	61	—	21
Shippers	254	182	3,570	—
Others	207	73	452	106
Total	693	286	7,028	421

EAST ST. LOUIS.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	1,921	1,845	7,913	3,135
Swift & Co.	2,129	3,058	7,055	2,615
Morris & Co.	817	1,022	1,251	626
Hunter Pkg. Co.	867	—	5,593	444
Hill Pkg. Co.	—	—	2,333	—
Krey Pkg. Co.	—	—	5,917	—
Shippers	1,095	1,961	18,390	—
Others	3,440	781	17,510	—
Total	11,178	8,697	65,962	6,820

Not including 2,009 cattle, 2,610 calves, 44,977 hogs and 2,458 sheep bought direct.

ST. JOSEPH.

	Cattle	Calves	Hogs	Sheep
Swift & Co.	1,987	458	11,037	13,472
Armour and Co.	2,639	487	8,768	8,202
Others	990	198	8,728	3,568

Total: 5,616 cattle, 1,143 calves, 22,033 hogs and 25,237 sheep.

SIOUX CITY.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	2,070	87	12,491	5,484
Armour and Co.	3,050	103	12,567	3,894
Swift & Co.	2,386	79	6,871	4,727
Shippers	2,416	3	3,183	947
Others	185	16	33	—

Total: 10,707 cattle, 294 calves, 35,145 hogs and 15,002 sheep.

OKLAHOMA CITY.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	919	346	7,126	663
Wilson & Co.	936	338	6,875	697
Others	75	10	294	—

Total: 2,121 cattle, 763 calves, 14,295 hogs and 1,300 sheep.

Not including 111 cattle and 60 calves bought direct.

ST. PAUL.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	3,470	3,594	11,630	1,812
Cudahy Pkg. Co.	307	1,319	—	—
Swift & Co.	4,929	5,339	17,604	3,662
United Pkg. Co.	1,969	44	—	—
Others	1,514	33	5,253	333

Total: 12,200 cattle, 10,320 calves, 34,496 hogs and 5,807 sheep.

WICHITA.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	707	205	5,150	2,144
Dold Pkg. Co.	485	5	3,962	—
Wichita D. B. Co.	16	—	—	—
Dunn-Oster tag	97	—	—	—
Fred W. Dold & Sons	101	—	448	2
Sunflower Pkg. Co.	38	—	117	—

Total: 1,444 cattle, 270 calves, 15,012 hogs and 2,146 sheep.

Not including 5,296 hogs bought direct.

MILWAUKEE.

	Cattle	Calves	Hogs	Sheep
Plankinton Pkg. Co.	2,127	8,607	9,454	870
Swift & Co. Balt.	—	—	179	—
N. Y. B. D. C. Co., N. Y.	53	—	—	—
The Layton Co.	—	—	649	—
R. Gunzel & Co., MI.	70	31	57	45
N. Y. B. D. M. Co., N. Y.	58	—	—	—
Omaha Pkg. Co., Chi.	66	—	—	—
Shippers	304	21	96	6
Others	406	472	167	67

Total: 3,925 cattle, 18,527 calves, 10,604 hogs and 988 sheep.

INDIANAPOLIS.

	Cattle	Calves	Hogs	Sheep
Kingan & Co.	1,456	1,037	21,635	2,232
Armour and Co.	856	130	2,159	—
Hilgemeyer Bros.	5	—	1,143	—
Brown Bros.	69	22	125	12
Stumpf Bros.	—	—	138	—
Indiana Prov. Co.	30	15	162	—
Schusser Pkg. Co.	34	—	314	—
Maase-Hartman Co.	26	6	—	5
Meler Pkg. Co.	105	6	308	—
Art Wabnitz	8	44	—	28
Shippers	828	1,555	9,599	2,700
Others	513	151	221	148

Total: 3,930 cattle, 2,906 calves, 35,936 hogs and 5,125 sheep.

CINCINNATI.

	Cattle	Calves	Hogs	Sheep
S. W. Gall & Sons	—	2	—	224
Ideal Pkg. Co.	8	—	472	—
E. Kahn's Sons Co.	800	608	6,369	2,268
Kroger G. & B. Co.	81	162	2,250	24
J. Lohrey Pkg. Co.	2	—	265	—
H. H. Meyer Pkg. Co.	18	—	4,135	—
A. Sander Pkg. Co.	—	—	844	—
J. Schindler & Sons	103	196	—	110
J. F. Stegner	16	—	3,619	—
Shippers	53	1,470	4,311	1,207
Others	860	460	249	546

Total: 2,203 cattle, 3,230 calves, 22,514 hogs and 4,437 sheep.

Not including 636 cattle, 303 calves, 1,000 hogs and 1,547 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended May 6, 1933, with comparisons:

CATTLE.

	Week ended May 6.	Prev. week.	Cor. week.
Chicago	30,126	38,420	40,619
Kansas City	18,677	18,989	15,605
Omaha	21,809	20,154	19,481
St. Louis	693	—	—
East St. Louis	11,178	12,902	13,154
St. Joseph	5,616	6,272	6,587
St. Paul	10,707	11,926	8,077
Oklahoma City	2,121	1,765	2,548
Wichita	1,444	1,487	1,488
Denver	2,747	—	4,220
St. Paul	12,299	12,297	10,337
Milwaukee	8,925	2,947	2,841
Indianapolis	8,950	5,059	4,078
Cincinnati	2,263	2,495	2,857

Total: 120,768 cattle, 137,390 calves, 131,962 hogs and 2,857 sheep.

HOGS.

	Chicago	Kansas City	Omaha	St. Louis	East St. Louis	St. Joseph	St. Paul	Milwaukee	Indianapolis	Cincinnati
Chicago	60,601	57,364	73,425	—	—	—	—	—	—	—
Kansas City	23,584	32,558	29,711	—	—	—	—	—	—	—
Omaha	56,727	12,844	57,260	—	—	—	—	—	—	—
St. Louis	—	—	—	6,202	12,607	12,554	—	—	—	—
East St. Louis	—	—	—	25,237	30,326	35,074	—	—	—	—
St. Joseph	41,984	51,441	29,919	—	—	—	—	—	—	—
St. Paul	30,585	38,063	30,894	—	—	—	—	—	—	—
Milwaukee	—	—	—	1,421	—</td					

May 13, 1933.

THE NATIONAL PROVISIONER

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LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, May 11, 1933,
as reported by the U. S. Bureau of Agricultural Economics:

	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL
Hogs (Soft or oily hogs and roasting pigs excluded):					
Lt. lt. (140-160 lbs.) gd-ch.	\$3.75@ 4.35	\$3.50@ 4.20	\$3.25@ 3.65	\$3.50@ 3.90	\$3.65@ 4.05
Lt. rt. (160-180 lbs.) gd-ch.	4.15@ 4.50	4.00@ 4.30	3.65@ 3.90	3.85@ 4.10	4.00@ 4.05
180-200 lbs.) gd-ch.	4.40@ 4.50	4.25@ 4.35	3.90@ 4.00	3.95@ 4.10	4.00@ 4.05
Med. wt. (200-220 lbs.) gd-ch.	4.40@ 4.55	4.25@ 4.35	3.90@ 4.00	3.95@ 4.05	4.00@ 4.05
(220-250 lbs.) gd-ch.	4.40@ 4.50	4.25@ 4.35	3.90@ 4.00	3.90@ 4.00	3.90@ 4.00
Hvy. wt. (250-290 lbs.) gd-ch.	4.40@ 4.50	4.25@ 4.35	3.90@ 4.00	3.90@ 4.05	3.80@ 4.00
Pkg. sows (275-500 lbs.) med-ch.	3.85@ 4.00	3.65@ 3.75	3.85@ 3.70	3.80@ 3.75	3.50@ 3.60
(350-425 lbs.) good	3.80@ 3.90	3.60@ 3.70	3.65@ 3.70	3.50@ 3.60	3.40@ 3.50
(325-550 lbs.) good	3.75@ 3.85	3.55@ 3.65	3.60@ 3.70	3.40@ 3.50	3.40@ 3.50
(275-550 lbs.) good	3.65@ 3.80	3.45@ 3.60	3.35@ 3.60	3.30@ 3.50	3.35@ 3.50
Sitr. pigs (100-130 lbs.)	3.25@ 3.80	3.00@ 3.40	3.00@ 3.50	3.25@ 3.50	3.25@ 3.75
AV. cost & wt. Thurs. (Pigs excl.)	4.11-233 lbs.	4.00-211 lbs.	3.72-265 lbs.	3.82-233 lbs.	.....
AV. cost & wt. Thurs. (Pigs excl.)	4.11-233 lbs.	4.00-211 lbs.	3.72-265 lbs.	3.82-233 lbs.	.....

Slaughter Cattle and Calves:

STEERS (600-900 LBS.):

Choice	6.50@ 7.25	6.25@ 6.75	6.25@ 6.85	6.15@ 6.75	6.00@ 6.75
Good	5.50@ 6.50	5.50@ 6.25	5.50@ 6.25	5.50@ 6.15	5.25@ 6.00
Medium	4.75@ 5.75	4.75@ 5.50	4.75@ 5.50	4.65@ 5.50	4.25@ 5.25
Common	4.25@ 5.00	3.75@ 4.75	4.00@ 4.75	3.75@ 4.65	3.50@ 4.25

STEERS (900-1100 LBS.):

Choice	6.50@ 7.25	6.25@ 6.75	6.25@ 6.85	6.15@ 6.75	5.75@ 6.75
Good	5.50@ 6.50	5.50@ 6.25	5.50@ 6.25	5.40@ 6.15	5.00@ 5.75
Medium	4.75@ 5.75	4.75@ 5.50	4.75@ 5.50	4.65@ 5.50	4.25@ 5.00
Common	4.25@ 5.00	3.75@ 4.75	4.00@ 4.75	3.75@ 4.65	3.50@ 4.25

STEERS (1100-1300 LBS.):

Choice	6.25@ 7.25	6.00@ 6.75	5.75@ 6.75	5.65@ 6.50	5.50@ 6.50
Good	5.50@ 6.50	5.50@ 6.25	5.25@ 6.25	5.00@ 6.15	5.00@ 5.75
Medium	5.00@ 5.75	4.75@ 5.50	4.25@ 5.50	4.60@ 5.40	4.00@ 5.00

HEIFERS (550-850 LBS.):

Choice	5.50@ 5.75	5.25@ 5.75	5.00@ 5.75	5.15@ 5.75	5.00@ 5.75
Good	4.75@ 5.50	4.75@ 5.25	4.50@ 5.00	4.65@ 5.35	4.50@ 5.00
Medium	3.75@ 5.00	3.50@ 4.75	3.50@ 4.50	3.25@ 4.75	3.25@ 4.50
Common	4.75@ 5.50	.....	4.50@ 5.50	4.50@ 5.50	4.50@ 5.50

COWS:

Choice	3.75@ 5.00	3.25@ 4.50	3.25@ 4.65	3.00@ 4.50	.....
Good	3.50@ 4.00	3.50@ 3.75	3.00@ 3.65	3.00@ 3.75	3.00@ 3.50
Com-med.	3.00@ 3.50	2.85@ 3.50	2.60@ 3.00	2.50@ 3.25	2.35@ 3.00
Low cutter and cutter	2.00@ 3.00	1.75@ 2.85	1.85@ 2.60	1.75@ 2.50	1.50@ 2.50

BULLS (YRLS. EX. BEEF):

Good-choice	2.85@ 3.50	2.50@ 3.25	2.40@ 3.25	2.85@ 3.25	2.25@ 3.00
Cul-med.	2.50@ 3.25	2.25@ 3.00	2.35@ 2.75	2.25@ 2.85	2.00@ 3.00

VEALERS (MILK-FED):

Good-choice	4.75@ 6.00	4.00@ 5.50	5.50@ 6.50	4.50@ 6.00	4.00@ 6.00
Medium	4.25@ 4.75	2.75@ 4.00	4.50@ 5.50	3.50@ 4.50	3.00@ 4.00
Cul-med.	3.00@ 4.25	1.50@ 2.75	3.00@ 4.50	2.50@ 3.50	1.50@ 3.00

CALVES (250-500 LBS.):

Good-choice	3.50@ 4.30	4.50@ 5.25	3.50@ 4.50	4.50@ 5.50	3.00@ 4.50
Cul-med.	2.50@ 3.50	2.25@ 4.30	2.50@ 3.50	2.50@ 4.50	2.00@ 3.00

Slaughter Sheep and Lambs:

SPRING LAMBS:

Choice	7.25@ 8.00	7.00@ 7.50	6.75@ 7.00	6.50@ 7.10	.....
Good	6.50@ 7.25	6.25@ 7.00	6.50@ 6.75	5.75@ 6.50	.....
Medium	5.75@ 6.50	5.25@ 6.25	5.50@ 6.50	4.50@ 5.75	.....

LAMBS:

(90 lbs. down) gd-ch.	6.00@ 6.80	5.50@ 6.00	5.90@ 6.05	4.50@ 6.00	5.50@ 5.85
Com-med.	4.50@ 5.15	3.50@ 5.50	4.75@ 5.00	4.25@ 5.40	4.00@ 5.50
(90-98 lbs.) gd-ch.	5.75@ 6.50	5.40@ 5.90	5.75@ 6.05	5.20@ 5.85	5.50@ 5.85
(98-110 lbs.) gd-ch.	5.50@ 6.40	.....	5.50@ 5.90	.....	.....

YEARLING WETHERS:

(90-110 lbs.) gd-ch.	4.50@ 5.25	4.00@ 4.75	3.75@ 4.25	4.50@ 5.00	4.00@ 4.50
Medium	3.50@ 4.50	3.00@ 4.00	3.25@ 3.75	3.75@ 4.50	3.25@ 4.00
(All weights) com-med.	1.50@ 2.50	1.25@ 2.25	1.00@ 1.75	1.25@ 2.25	1.00@ 1.75

EWES:

(90-120 lbs.) gd-ch.	2.50@ 3.25	2.25@ 3.00	1.75@ 2.50	2.25@ 2.75	1.75@ 2.60
(120-150 lbs.) gd-ch.	2.25@ 3.00	2.00@ 2.85	1.50@ 2.25	2.00@ 2.50	1.50@ 2.50
(All weights) com-med.	1.50@ 2.50	1.25@ 2.25	1.00@ 1.75	1.25@ 2.25	1.00@ 1.75

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended May 6, 1933, with comparisons:

CATTLE.

Week ended, May 6.	Prev. week.	Cor. week, 1932.	Total	.....
Chicago	28,272	27,220	27,816	.....
Kansas City	18,677	18,989	15,995	.....
Omaha	20,561	17,980	17,380	.....
St. Louis	15,889	18,140	9,111	.....
St. Joseph	5,769	7,094	6,770	.....
Sioux City	8,009	9,815	6,333	.....
Wichita	1,714	1,773	1,524	.....
Fort Worth	1,740	1,824	1,543	.....
Philadelphia	1,740	1,759	1,543	.....
New York & Jersey City	1,631	1,789	1,578	.....
Oklahoma City	2,884	3,124	9,758	.....
Cincinnati	2,884	2,676	3,149	.....
Denver	2,189	2,244	2,377	.....
St. Paul	10,695	10,990	9,266	.....
Milwaukee	3,456	2,656	.....	.....
Total	133,435	137,151	112,744	.....

HOGS.

Chicago	120,808	119,757	103,579	.....
Kansas City	81,607	70,670	18,792	.....
Omaha	46,574	51,436	49,363	.....
St. Louis	47,572	61,197	42,142	.....
St. Joseph	21,180	26,508	24,249	.....
Sioux City	31,842	37,008	20,566	.....
Wichita	15,012	16,887	19,969	.....
Fort Worth	13,431	5,839	.....	.....
Total	286,001	312,094	299,332	.....

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's latest book.

RECEIPTS AT CENTERS

SATURDAY, MAY 6, 1933.

	Cattle.	Hogs.	Sheep.
Chicago	500	11,000	3,000
Kansas City	300	1,500	500
Omaha	100	1,300	5,000
St. Louis	2,300	12,000	2,700
St. Joseph	1,700	6,000	6,000
Sioux City	4,000	4,000	2,000
St. Paul	3,500	4,000	800
Fort Worth	2,000	6,000	1,000
Denver	2,400	3,000	2,000
Louisville	900	2,000	1,000
Wichita	1,000	2,600	1,500
Indianapolis	500	5,000	1,000
Pittsburgh	300	900	300
Cincinnati	400	4,500	1,200
Buffalo	200	1,000	500
Cleveland	200	1,600	1,200
Nashville	200	500	2,500

MONDAY, MAY 8, 1933.

	Cattle.

Chicago Section

A. L. Rose, secretary of the American Soya Products Corp., Evansville, Ind., was a business visitor in Chicago this week.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 19,205 cattle, 9,234 calves, 22,156 hogs, 20,271 sheep.

Provision shipments from Chicago for the week ended May 6, 1933, with comparisons, were as follows:

	Week May 6.	Previous week.	Same week '32.
Cured Meats, lbs.	18,676,000	16,890,000	16,155,000
Fresh Meats, lbs.	39,753,000	37,414,000	34,619,000
Lard, lbs.	5,661,000	5,544,000	4,685,000

Wm. H. Gaußselin, head of the Mutual Sausage Company, returned to his home this week from the Lakeside hospital, where he spent several weeks under treatment for a stomach disorder. "I got out three weeks ahead of time," says Bill, "and I feel like a million dollars."

Edwin C. Price, head of the well-known woodenware supply concern of Edwin C. Price & Co., died on May 9 at his home in Chicago after a long illness at the age of 65 years. Before entering the supply business Mr. Price was a cattle buyer and purchasing agent for Swift & Company, and later manager at Omaha. He entered the supply business in 1901.

A large picture showing the head livestock buyers for Swift & Company at Chicago over a period of more than 40 years was presented to the company's hog buying office this week by F. W. Young, hog buyer. The picture shows such old-timers as Wellington Leavitt, A. B. Butler, Charles I. Mills, Frank Bixby, W. H. Overman, Charles Southwick and Robert S. Matheson. There are also pictures of present buyers, such as James H. Boyle, in the cattle division, W. T. Reneker, in hogs, and Roy Guy, in sheep. All of these men, with the exception of Mr. Leavitt, Mr. Butler and Mr. Mills, are living.

SMITH SEES NEW ACTIVITY.

G. H. Smith, packinghouse architect, who is making an extensive trip through the East on a good will and get-acquainted visit to packers and sausage makers, writes that he finds many of the people he called on are considering new construction work and new machinery and equipment. "After several years of retrenchment folks are now beginning to feel the need of a little rehabilitation," says he. "This is an excellent time to take advantage of favorable price conditions."

PACKERS SURVEY SITUATION.

Packers attending a meeting of the Business Survey Committee of the Institute of American Meat Packers at Chicago this week included John W. Rath, president Rath Packing Co., Waterloo, Iowa; Geo. C. Schmidt, president Stahl-Meyer, Inc., New York City; T. W. Taliaferro, president Hammond, Standish & Co., Detroit, Mich.; chairman John R. Kinghan, president Robert S. Sinclair, and vice president W. R. Sinclair, Kingan & Company, Indianapolis, Ind.; Geo. M. Foster, vice president John Morrell & Co., Ottumwa, Iowa; Samuel Slotkin, president Hygrade Food Products Corp., New York City; Jay C. Hormel, president Geo. A. Hormel & Co., Austin, Minn.; E. A. Schenck, vice president Columbus Packing Co., Columbus, O.; Louis W. Kahn, president E. Kahn's Sons Co., Cincinnati, O.; Wm. E. Felin, president John J. Felin & Co., Inc., Philadelphia, Pa.; Harold H. Meyer, president H. H. Meyer Packing Co., Cincinnati, O.; Chester G. Newcomb, vice president Lake Erie Provision Co., Cleveland, O.; W. F. Price, vice president Jacob Dold Packing Co., Buffalo, N. Y.; Wm. Diesing, vice president Cudahy Packing Co., Omaha, Neb.

BETTER BUSINESS METHODS.

In his address before the spring conference of the Tanners' Council of America, held in New York on May 10, president Fraser M. Moffat, said that "business bootlegging should not be tolerated" and expressed the belief that in future business and industry would find itself able to operate with greater intelligence and greater freedom and with fewer handicaps from the anti-trust laws, and that reputable organizations of business men would be fostered by the government and greater responsibilities placed upon them collectively.

He pointed to the accomplishments of the council, which included the bringing about of substantial improvement in the raw materials of the industry, notably cattle, hides and calfskins, less uneconomic purchasing and more intelligent supervision.

He pointed also to the technical and economic research conducted by the council which has produced material savings, not only in tanning processes but in the utilization of the industry products. There has been industry planning, a continued emphasis upon a

uniform cost system, and the development of a complete economic program extending from the raw materials to the consuming industry. The council has also developed estimates of hide and skin supply and leather consumption which gives added importance to industry statistics of operation.

PACKERS' LABOR PROTEST.

(Continued from page 18.)

maximum limit per day and per week because livestock receipts and shipments of finished product vary through wide daily extremes, that these can not be forecast and each day must be handled as a unit. He pointed to the hog slaughtering at one of his company's plants, which ranged during one month all the way from a low of 800 head per day to 4,000 head per day, and the daily shipments of cars of finished product in the same month from a low of 9 to a high of 54, thus necessitating wide fluctuations in labor requirements and hours of work.

"The question is, can this be done with the six-hour per day limit per employee, and if it can be and must be done, what is the price to be paid by the producer and consumer?" Mr. Foster asked.

Fluctuating Labor Requirements.

The practice of transferring employees from a slack department to a busy one as a means of steady employment has long been utilized to the utmost practical limit in the meat packing industry, he said, so that little can be expected from this suggestion. The employing of two shifts is one of the alternatives to be considered, but it has some of the most fatal objections, for example, the task of dividing the work and payroll between two gangs when livestock receipts drop from 3,500 to 700 head per day, or shipments from 55 cars to 9 cars.

He, too, pointed to the disadvantage at which the interstate packer would be placed compared with the packer engaged only in intrastate business. He pointed to the federal control already exercised over the industry and to what would seem to be conflicting regulation embodied in the bill now pending before Congress limiting daily and weekly hours of work.

"The principle that certain conditions should be recognized is established by the exemptions now provided in the proposed law," Mr. Foster said. "I respectfully request that the committee give careful consideration to the situation of the meat packing industry, which I represent and which I have demonstrated is entitled to the same recognition."



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May 13, 1933.

THE NATIONAL PROVISIONER

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WALLACE SEES BREAD GO UP.

An increase of about one cent a loaf in the cost of bread to consumers would result under the terms of the farm bill, Secretary of Agriculture Wallace said in an interview in Boston on May 10.

"This represents an increase to the consumer of about 15 per cent and an increase to the farmer who raises the wheat of about 70 per cent. Bakers have given us assurance that the tax will not be pyramided."

The object of the farm bill, the secretary explained, was to collect from the processors of farm produce—notably wheat and cotton—a tax, to be passed on to the public. The proceeds of the tax would be used by the government in paying rent to the farmers for those of their acres which they, in return, do not plant.

The price of a cotton shirt costing \$1.50 would be increased to the consumer by about 5 cents, the secretary said.

SLOTKIN FAVORS CONTROL.

In a statement printed in the New York Herald-Tribune on May 8 president Samuel Slotkin of Hygrade Food Products Corp. urges prompt organization of the machinery for farm and industrial price-fixing as provided for in the farm relief and other measures. He urged that administrators be appointed for every food division into which the products of the farms find outlet, in order to insure the moderate and general price adjustments virtually needed by farm interests, while at the same insuring protection of the consumers against undue increase in living costs.

"That I am in sympathy with provisions of the farm plan goes without saying," Mr. Slotkin said. "The principles contained in the bill are identical with those which I have sponsored, and for which I crusaded during the last two years. The re-establishment of agriculture on a profitable basis is vital to the welfare of the whole country, and the only way to make the farmer solvent is to pay him a fair

price for these things which he produces and sells.

The administration of the plan, however, involves a grave responsibility and calls for the selection of keen, competent, qualified, independent executives, men who will put aside their private interests and personal affairs and make sacrifices if need be for the good of the nation.

"The administrator or administrators of farm supplies and prices must be business men, thoroughly versed in all phases of merchandising. There must be no political strings tied to them. I may say there is full confidence in my own mind that the president will exercise the same sagacity in these appointments as in the other important questions with which he has dealt in the eventful period since his inauguration."

The advisability of prompt action in getting the rehabilitation machinery in motion is the more pressing, according to Mr. Slotkin, because a marked improvement has occurred in the hog market, other livestock markets and in grains and produce generally. This improvement, in part, is psychological, resulting from the lift in prices in discounting inflation. In addition, however, an expanded consumer interest is evident. Quick action in effecting provisions of the farm plan would consolidate these advances and provide the basis for the return to stable conditions.

PACKERS UNDER FARM LAW.

(Continued from page 20.)

When the processing tax first takes effect a tax must be paid on floor stocks equivalent to the amount of the processing tax which would be payable on the commodity from which processed, if the processing had occurred on such date. When the processing tax is terminated, there shall be refunded an amount equivalent to the processing tax with respect to the commodity from which processed.

Floor Stocks.

This tax on floor stocks does not apply to stocks held by retailers on the date the tax is first imposed. However, this does not include stocks held in a warehouse or such portion of stocks not sold or otherwise disposed of within 30 days of the date the tax is effective. Refunds at the time the tax is terminated will not apply to stocks held by retailers.

It is understood that the new processing tax will become effective at the beginning of the new crop year which in in the case of hogs would be October 1. This assumption is based on the provision in the bill to the effect that "when the Secretary of Agriculture determines that rental or benefit payments are to be made with respect to any basic agricultural commodity, he shall proclaim such determination, and a processing tax shall be in effect with respect to such commodity from the beginning of the marketing year therefore next following the date of such proclamation."

The act makes provision for the collection of the taxes by the Bureau of Internal Revenue, for the appointment without regard to civil service laws or regulations of such experts as are necessary to execute the various provisions of the law; for the Secretary of Agriculture to establish state and local committees or associations of producers and to permit cooperative associations of producers to act as agents of their members in connection with the distribution of rental or benefit payments; and for the secretary to make such regulations as may be necessary to carry out the powers vested in him by the act.

Farm Mortgages and Inflation.

Title II of the act provides for the refinancing of farm mortgages through the issuance of bonds by land banks, the purchase, reduction and refinancing of farm mortgages, the extension of loans, the reduction of interest and deferral of principal and other measures deemed necessary to meet the acute farm mortgage situation.

Title III of the act contains the so-called inflationary legislation. This gives the President power to make agreements with federal reserve banks for the purchase of \$3,000,000,000 of government obligations; to issue up to \$3,000,000,000 of greenbacks against which a sinking fund of 4 per cent a year is to be created; to diminish the gold content of the dollar within a 50 per cent limitation, and make agreements with foreign nations looking to a stabilization of world exchange on a gold basis, of which devaluation of the dollar may be a possible part. Other authorizations include the remonetization of silver at any ratio and the acceptance up to \$200,000,000 worth of silver at 50c an ounce in payment of the next six months foreign debt installments.

D.
BELT
3113

May 13, 1933.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
May 11, 1933.

REGULAR HAMS.

	Green Standard.	Sweet Standard.	Pickled Fancy.	LARD—	MAY 6, 1933.
8-10	9½	9½	10	May	5.77½ ax
10-12	9½	9	9½	July	5.90—ax
12-14	9½	8½	9½	Sept.	6.12½ b
14-16	9½	8½	9½	Oct.	6.12½ b
10-16 range	9%	...	...	Nov.	5.97½ b
				Dec.	5.90ax

BOILING HAMS.

	Green Standard.	Sweet Standard.	Pickled Fancy.	LARD—	MAY 6, 1933.
16-18	9½	8½	9½	May	6.50
18-20	9½	8½	9½	July	6.90
20-22	9½	8½	9½	Sept.	6.87½ ax
16-22 range	9%	...	...		7.15ax

SKINNED HAMS.

	Green Standard.	Sweet Standard.	Pickled Fancy.	LARD—	MAY 6, 1933.
10-12	9%	9½	10	May	6.00
12-14	9½	9½	9½	July	5.97½ b
14-16	9½	9½	9½	Sept.	6.27½ b
16-18	9½	9	9½	Oct.	5.97½ b
18-20	9	8½	9½	Nov.	6.07½ b
20-22	8½	8½	9	Dec.	6.15
16-22 range	9%	...	...		6.35ax

PICNICS.

	Green Standard.	Sweet Standard.	Sh. Sh. Shank.	LARD—	MAY 6, 1933.
4-6	5½	5	5½	May	6.67½ n
6-8	5½	4½	5½	July	6.00
8-10	5	4½	5½	Sept.	6.80
10-12	4½	4½	5	Oct.	6.80
12-14	4½	4½	5	Nov.	6.15

BELLIES.

	Green Sq. Sdls.	Cured S.P.	Dry Cured.	LARD—	MAY 6, 1933.
6-8	8½	8½	8½	May	6.12½ b
8-10	8	8	8½	July	6.32½ b
10-12	8	7½	8½	Sept.	6.37½ b
12-14	7½	7½	8	Oct.	6.47½ b
14-16	7½	7½	7½	Nov.	6.40-42½ b
16-18	7½	7½	7½	Dec.	6.30b

D. S. BELLIES.

	Standard.	Fancy.	Rib	LARD—	MAY 6, 1933.
14-16	7	...	...	May	6.95ax
16-18	6½	7½	...	July	7.00b
18-20	6½	7½	...	Sept.	7.30n
20-30	6½	7½	6½		
25-35	6½	7½	6½		
35-40	6½	7½	6½		
40-50	6½	7½	6½		
50-60	6½	7½	6½		

D. S. FAT BACKS.

	Standard.	Export Trim.	LARD—	MAY 6, 1933.
8-10	5	5½	May	6.75b
10-12	5	5½	July	7.17½ n
12-14	5½	5½	Sept.	7.17½ n
14-16	5½	5½	Oct.	7.07½ n
16-18	5½	5½	Nov.	7.10
20-25	5½	6	Dec.	6.90n

OTHER D. S. MEATS.

	Extra short clears	35-45	6½ n	CLEAR BELLIES—	MAY 6, 1933.
				May	6.97b
				July	7.35
				Sept.	7.50
					7.30n

LARD.

	Prime steam, cash	6.40	Prime edible lard oil	8½	ANIMAL OILS.
	Prime steam, loose	5.77½	Headlight burning oil	6½	
	Refined, in export boxes—N. Y.	7.12½	Prime winterstrained	7	
	Neutral, in tierces	7.50	Extra winterstrained	6½	
	Raw leaf	5.75	Extra lard oil	6½	

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

THE NATIONAL PROVISIONER

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended May 6, 1933:

HAMS AND SHOULDERs, INCLUDING WILTSHIRES.

—Week ended— Jan. 1, 1933 to May 6, 1933.

May 6, 1933 to May 6, 1933.

1933. 1932. M. lbs. M. lbs.

Total 1,156 1,000 1,391 19,062

To Belgium 1,027 1,084 1,311 148

United Kingdom 206 210 134 16,688

Other Europe 22 32 35 1,136

Cuba 94 10 5 1,065

Other countries 13 5 9 1,065

BACON, INCLUDING CUMBERLANDS.

Total 321 254 235 7,008

To Germany 8 25 25 706

United Kingdom 206 210 134 2,264

Other Europe 27 30 30 1,713

Cuba 70 3 3 1,321

Other countries 11 1 62 706

PICKLED PORK.

Total 10,297 5,344 8,875 223,740

To United Kingdom 28 42 12 224

Other Europe 1 2 2 334

Canada 83 229 121 865

Other countries 69 35 115 2,701

LARD.

Total 10,297 5,344 8,875 123,740

To Germany 3,876 1,574 184 60,059

Netherlands 322 346 17,396

United Kingdom 4,831 2,770 3,404 105,723

Other Europe 339 301 590 14,370

Cuba 501 451 61 3,700

Other countries 423 248 411 22,466

TOTAL EXPORTS BY PORTS.

Week ended May 6, 1933.

Hams and shoulders, Bacon, Pork, Lard, M. lbs. M. lbs. M. lbs. M. lbs.

Total 1,156 321 180 10,297

Boston 53 21 1 1,321

Detroit 191 40 97 1,172

Key West 94 40 36 224

New Orleans 13 41 19 673

New York 237 219 10 2,829

Philadelphia 5 38 36 2,411

Baltimore 739 739 739 2,411

Mobile 2,411 2,411 2,411 2,411

DESTINATION OF EXPORTS.

Hams and shoulders, Bacon, M. lbs. M. lbs.

Exported to:

United Kingdom (total) 1,027 206

Liverpool 416 186

London 315 222

Manchester 22 22

Glasgow 123 20

Other United Kingdom 151 5

Lard, M. lbs. M. lbs.

Exported to:

Germany (total) 3,876

Hamburg 3,656

Other 229

CURING MATERIALS.

Bbls. Sacks.

Nitrite of soda, l. c. l. Chicago 0.10

(For quantities of from 1 to 4 bbls.)

For larger quantities, \$8.95 del.)

Saltpetre, 25 bbl. lots, f.o.b. N. Y.

Dbl. refined granulated 6½ 5.50

Small crystals 7½ 7½

Medium crystals 7½ 7½

Large crystals 8 8

Bbl. refd. gran. nitrate of soda 3½ 3.50

Less than 25 bbl. lots, ½ c more.

Salt—

Granulated, carlots, per ton, f.o.b. Chicago, bulk 5.50

Medium, carlots, per ton, f.o.b. Chicago, bulk 5.50

Rock, carlots, per ton, f.o.b. Chicago 5.50

Sugar—

Raw sugar, 96 basis, f.o.b. New Orleans @3.35

Second sugar, 96 basis None

Syrup testing, 63 to 65 combined sucrose and invert, New York @.40

Standard gran. f.o.b. refiners (2%). @.40

Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% @4.00

Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% @3.50

(These prices are basis f.o.b. Chicago.)

Whole. Ground.

Allspice 6 7½

Cinnamon 12 18

Cloves 12½ 15

Coriander 5 6

Ginger 38 42

Mace, Bands 12 18

Nutmeg 14 20

Pepper, black 9½ 11

Pepper, Cayenne 21 21

Pepper, red 15 15

Pepper, white 11½ 14

COOPERAGE.

Ash pork barrels, black iron hoops \$1.20

Oak pork barrels, black iron hoops \$1.22½

Ash pork barrels, galv. iron hoops \$1.35

Oak pork barrels, galv. iron hoops \$1.42½

White oak ham tierces \$2.05

Red oak lard tierces \$1.75

White oak ham tierces \$1.77½

Red oak lard tierces \$1.77½

White oak lard tierces \$1.85

White oak ham tierces \$1.87½

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	Cor. week,
Prime native steers—	May 10, 1933.	1932.
400-600	11 1/2@12 1/2	18 @13 1/4
600-800	11 1/2@12	12 1/2@13 1/4
800-1000	8 1/2@9 1/4	12 1/2@13
Good native steers—		2 1/2@4
400-600	9@10 1/2	11 1/2@12 1/2
600-800	9@9 1/2	11 1/2@12 1/2
800-1000	8@8 1/2	11 1/2@12 1/2
Medium steers—		2 1/2@4
400-600	9@9 1/2	10 1/2@11 1/2
600-800	8 1/2@9 1/2	10 1/2@11 1/2
800-1000	7 1/2@8	10 1/2@11 1/2
Heifers, good, 400-600	8 1/2@10	10 1/2@13
Cows, 400-600	5 1/2@6 1/2	7@8 1/2
Hind quarters, choice	15 1/2@18	12@18
Fore quarters, choice	9@9	9@9

Beef Cuts.

Steer loins, prime	19	30
Steer loins, No. 1	17	30
Steer loins, No. 2	16	24
Steer short loins, prime	24	41
Steer short loins, No. 1	21	40
Steer short loins, No. 2	19	30
Steer loin ends (hips)	13	20
Steer loin ends, No. 2	13	19
Cow loins	12	16
Cow short loins	14	18
Cow loin ends (hips)	10	14
Steer ribs, prime	15	18
Steer ribs, No. 1	14	17
Steer ribs, No. 2	12	16
Cow ribs, No. 1	9	12 1/2
Cow ribs, No. 2	7 1/2	9
Steer rounds, prime	10	13
Steer rounds, No. 1	10	12 1/2
Steer rounds, No. 2	9	12 1/2
Steer chuck, prime	7	10
Steer chuck, No. 1	6 1/2	9
Steer chuck, No. 2	6 1/2	8 1/2
Cow rounds	8	10
Cow chuck	6 1/2	7 1/2
Steer plates	5 1/2	7
Medium plates	3	4 1/2
Briskets, No. 1	10 1/2	11
Steer navel ends	3 1/2	4
Cow navel ends	3 1/2	4
Hind quarters	6	8
Strip loins, No. 1, bms.	4	6
Strip loins, No. 2	3 1/2	4 1/2
Sirloin butts, No. 1	17	25
Sirloin butts, No. 2	14	17
Beef tenderloins, No. 1	40	60
Beef tenderloins, No. 2	35	50
Bump butts	14	16
Flank steaks	14	14
Shoulder clods	9	9
Hanging tenderloins	5 1/2	8
Insides, green, 5@6 lbs.	10	14
Outsides, green, 5@6 lbs.	9	9
Knuckles, green, 5@6 lbs.	9	9

Beef Products.

Brains (per lb.)	5	5
Hearts	4	3 1/2
Lungs	14	16
Sweetbreads	15	17
Ox-tail per lb.	15	17
Fresh tripe, plain	5	10
Fresh tripe, H. C.	4	8
Livers	8	8
Kidneys, per lb.	14	17
	8	11

Veal.

Choice carcass	8	10
Good carcass	6	8
Good saddles	12	13
Good racks	6	8
Medium racks	4	6

Veal Products.

Brains, each	8	7
Sweetbreads	25	45
Calf livers	30	45

Lamb.

Choice lambs	14	14
Medium lambs	12	13
Medium saddles	16	17
Medium saddles	15	16
Choice foives	11	12
Medium foives	10	11
Lamb fries, per lb.	25	25
Lamb tongues, per lb.	9	10
Lamb kidneys, per lb.	15	20

Mutton.

Heavy sheep	4	4
Light sheep	6	7
Heavy saddles	6	6
Light saddles	8	9
Heavy foives	3	2
Light foives	5	5
Mutton legs	10	12
Mutton loins	8	7
Mutton stew	3	3
Sleep tongues, per lb.	10	10
Sheep heads, each	8	8

FRESH PORK, ETC.

		FRESH PORK, ETC.
Pork loins, 8@10 lbs. av.	@ 8 1/2	9 1/4
Picnic shoulders	6	6
Skinned shoulders	6	6
Tenderloins	20	30
Spare ribs	4 1/2	5
Back fat	6	5
Boston butts	7 1/2	7 1/2
Boneless butts, cellar trim,	2 1/2@4	10@10
Hearts	4 1/2	5
Tails	3	5
Neck bones	1 1/2	3
Slip bones	6	5
Blade bones	5	6
Pig's feet	2	3
Kidneys, per lb.	5	5
Livers	4	3 1/2
Brains	6 1/2	6
Ears	3	4 1/2
Snouts	3	5
Heads	4	5

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

		DOMESTIC SAUSAGE.
Pork sausage, 1-lb. cartons	17	
Country style sausage, fresh in link	14	
Country style sausage, fresh in bulk	11	
Country style pork sausage, smoked	14	
Frankfurts in sheep casings	17	
Frankfurts in hog casings	16	
Bologna in beef bungs, choice	13	
Bologna in beef middies, choice	14	
Liver sausage in beef rounds	11	
Smoked liver sausage in hog bungs	16	
Liver sausage in hog bungs	15	
Head cheese	12	
New England luncheon specialty	15 1/2	
Minced luncheon specialty, choice	14 1/2	
Tongue sausage	18	
Blood sausage	14	
Sausage	15	
Polish sausage	13	

DRY SAUSAGE.

		DRY SAUSAGE.
Cervelat, choice, in hog bungs	31	
Thuringer cervelat	31	
Farmer	20	
Holsteiner	18	
B. C. salami, choice	30	
Milano salami, choice, in hog bungs	29	
B. C. salami, new condition	18	
Prosciutto, choice, in hog middies	24	
Genoa style salami	33	
Pepperoni	23	
Mortadella, new condition	13	
Capicola	29	
Italian style hams	23	
Virginia hams	26	

SAUSAGE MATERIALS.

Regular pork trimmings	3 1/4	
Special lean pork trimmings	6 1/4	
Extra lean pork trimmings	7 1/2	
Pork meat	4 1/2@4 1/2	
Pork hearts	24	
Pork livers	3	
Native boneless bull meat (heavy)	6 1/4	
Boneless chuck	6 1/4	
Shank meat	6	
Beef trimmings	5 1/2	
Beef cheeks (trimmed)	3 1/2	
Dressed canners, 350 lbs. and up.	4 1/2	
Dressed cutter cows, 400 lbs. and up.	5 1/2	
Dr. bologna bulls, 600 lbs. and up.	4 1/2	
Beef tripe	2 1/2	
Pork tongues, canner trim, S. P.	7	

SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

		SAUSAGE CASINGS.
Beef casings:		
Domestic rounds, 180 pack	27	
Domestic rounds, 140 pack	33	
Export rounds, wide	45	
Export rounds, medium	32	
Export rounds, narrow	37	
No. 1 weasands	12	
No. 2 weasands	6 1/2	
No. 1 bungs	12 1/2@1 1/2	
No. 2 bungs	7@1 1/2	
Middles, regular	10	
Middles, select wide, 2 1/2" in. diam. 1 3/4"	35	
Middles, select, extra wide, 2 1/2" in. and over	21	
Dried bladders:		
12-18 in. wide, flat	90	
10-12 in. wide, flat	80	
8-10 in. wide, flat	40	
6-8 in. wide, flat	30@35	
Hog casings:		
Narrow, per 100 yds.	1 65	
Narrow, special, per 100 yds.	1 35	
Medium, regular	.95	
Wide, per 100 yds.	.65	
Extra wide, per 100 yds.	.75	
Export bungs	21	
Large prime bungs	19	
Medium prime bungs	10	
Small prime bungs	6@7	
Middles, per set	20	
Stomachs	08	

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$4.25
Large tins, 1 to crate	5.00
Frankfurt style, sausage in sheep casings—	
Small tins, 2 to crate	5.25
Large tins, 1 to crate	6.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate	4.50
Large tins, 1 to crate	5.25

DRY SALT MEATS.

Clear bellies, 18@20 lbs.	6%
Clear bellies, 14@16 lbs.	7%
Rib bellies, 25@30 lbs.	6%
Fat backs, 10@12 lbs.	4%
Fat backs, 14@16 lbs.	5%
Regular plates	4%
Butts	4

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	214
Standard reg. hams, 14@16 lbs.	213
Picnics, 4@8 lbs.	2 1/2%
Fancy bacon, 6@8 lbs.	21/2%
Standard bacon, 6@8 lbs.	21/2%
No. 1 beef sets, smoked—	
Insides, 8@12 lbs.	25
Outsides, 5@9 lbs.	20
Knuckles, 5@9 lbs.	26
Cooked hams, choice, skin on, fattened...	19%
Cooked hams, choice, skinless, fattened...	20
Cooked picnics, skin on, fattened...	21/2%
Cooked picnics, skinless, fattened...	21/2%
Cooked loin roll, smoked...	20

BARRELED PORK AND BEEF.

Mass pork, regular	16.00
Family back pork, 24 to 34 pieces	15.00
Family back pork, 35 to 45 pieces	15.00
Clear back pork, 40 to 50 pieces	12.50
Clear plate pork, 26 to 35 pieces	11.00
Kielbasa	11.00
Bacon	11.00
Plate beef	12.00
Extra plate beef, 200 lb. bbls.	14.00

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honeycomb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	17.00
Pork feet, 200-lb. bbl.	13.25
Pork tongues, 200-lb. bbl.	33.00
Lamb tongues, short cut, 200-lb. bbl.	35.00

OLEOMARGARINE.

Retail Section

Cooking Suggestions

Help the Retail Meat Dealer to Increase His Volume

By John Meatdealer
Institute of American Meat Packers.

The retail meat dealer who knows about different ways in which the various meats can be prepared by the housewife is in a position to offer a service to her and increase his meat sales.

The retail food dealer who sells meat, and other foods as well, can perhaps cash in from a knowledge of ways to prepare meat to an even greater extent than the proprietor of a store handling meat only.

He can advise housewives of new and attractive ways to serve meat, thus increasing his sales of meat. By recommending combinations of meat with other foods he can effectively promote the sale of other food items.

Let us take the case of pork loins, for example: Probably every housewife realizes that pork loin can be roasted, and that chops cut from the loin can be fried. But beyond that, many know little about cooking pork loins.

Let us assume that Bill Jones, the manager of the meat department of a food store, has found out that baked pork chops stuffed with prunes make an excellent dish. His curiosity has led him to ask his wife how she fixes them, and he has made a note of the method of preparation.

One Sale Leads to Another.

A customer comes into the store; she wants to buy some meat. She looks at various cuts, and finally decides on pork chops. And she looks and acts as if she would appreciate some suggestions. Bill remembers the pork chop with prunes recipe, and gives it to her. He sells her the chops. She then goes into the grocery department, buys the prunes and some other items that she needs for the recipe. When she prepares the meal, and her husband is pleased with it, isn't it logical to suppose that she will think favorably of the store that sold her the meat and suggested the dish?

We believe the manager of the meat department of every store should be able to suggest methods of serving meat. We believe, too, that every clerk in the store should have the meat department in mind when he sells an or-

Retail Pricing Charts

Charts enabling meat retailers to figure prices on different cuts of beef from the carcass, prepared by A. T. Edlinger of the U. S. Bureau of Agricultural Economics, were printed by THE NATIONAL PROVISIONER in its issues of December 24, 1932, and January 7, 1933, accompanied by diagrams of the various cuts.

Copies of these charts—either Chicago or New York method of cutting—may be obtained for 5c each upon application to The National Provisioner, 407 S. Dearborn St., Chicago. Special prices for quantities upon application.

der of groceries. When a woman buys a package of raisins, the salesman who can suggest to the woman that one delicious way to serve raisins is as raisin sauce with baked or fried ham, helps sales in the meat department.

Because meat is a part of nearly all meals, and usually is the most important item on the table at the most important meal of the day, salesmen in each department of a general food store should consider the meat department when they are selling groceries. It is fortunate that meat goes so well with other foods. There is a cut of meat which will go unusually well with almost any staple food.

Foods to Serve With Meat.

Here is a list of some of the cuts of meat and items which can be featured to advantage with them:

Smoked Ham.—Fried, broiled, or baked, with eggs, fried potatoes, fried parsnips, candied pineapple, apple jelly, fried tomatoes, or raisin sauce.

Bacon.—With fried eggs, noodles, spaghetti, baked beans, creamed eggs, cheese on toast, liver, lamb chops, tenderloin steak (or some other lean steak), or wrapped around olives as an hors d'oeuvre.

Fresh Pork.—Chops with prunes, chops with raisins, any cut with fried apples or apple sauce, with pineapple, with fried green tomatoes.

Steaks.—With mushroom, condiments such as catsup, chili sauce, onions.

Swiss Steak.—With scalloped potatoes.

Pot Roast.—With almost any vegetable in stews, dumplings, noodles.

Roast Beef.—Pan-brown potatoes, French fried potatoes, Yorkshire pudding, spiced apples.

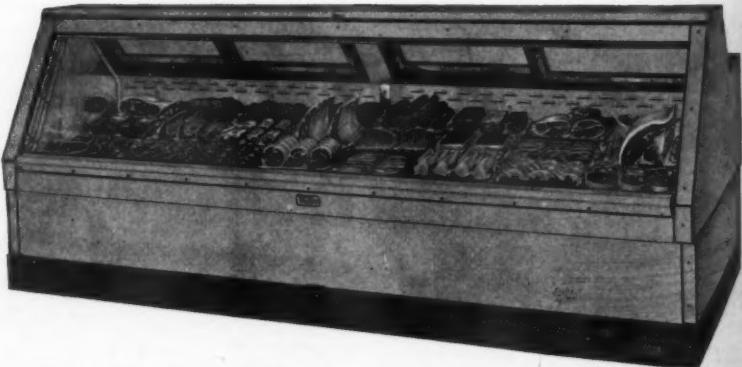
Lamb Chops.—Peas, mint jelly, cauliflower, (some housewives now bread lamb chops).

Lamb Roast.—Mint jelly.

TO SPEED UP STORE SERVICE.

The modern refrigerated showcase has little in common with the case of a few years ago, except perhaps in shape and general appearance. Development has followed closely and in some instances has anticipated changing trends in store operation, keener competition in the food field and increasing demands on the part of the housewife for better service.

The present day showcase is not only a beautiful piece of equipment, but it is efficient in maintaining products in good condition, reliable, and designed to economize the time of the men behind the counters and speed up the service to customers. Typical of modern design is the new Hill model No. 443, a



DESIGNED TO INCREASE RETAIL STORE EFFICIENCY.

Features to conserve time of both clerk and customer have been built into this refrigerated showcase. The total height is 4 ft., low enough so that the clerk can see the customer. The coil chamber top is 3 ft. from the floor, a convenient height to serve as a wrapping board. Trim is of porcelain. Parts subject to wear are constructed of durable materials. The case is a product of C. V. Hill & Co., Trenton, N. J.

May 13, 1933.

THE NATIONAL PROVISIONER

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case of the back bunker type adapted for either ice or mechanical refrigeration and planned for maximum display and quick service.

This case accommodates three rows of 9- by 12-in. platters. Every platter can be seen, due to the wide front glass placed at a considerable slant. Lighting is by patented overhead inside lights. Total height of the case has been limited to 4 ft.—low enough so that the clerk can see the customer. The coil chamber top is 3 ft. from the floor—a convenient height to serve as a wrapping board, but low enough to be out of the way when reaching into the case.

Rubber composition doors are constructed to move easily. A built-in scale stand enables the clerk to weigh without turning around or moving from his tracks. All parts which might show signs of wear have been replaced with durable materials. Trim is of porcelain instead of metal. Inside floor and refrigerator compartment baffle are also of vitreous porcelain. Doors and coil chamber top are of rubber composition. The display rack is heavily tinned.

Other features include an adjustable display rack, corkboard insulation, sealed in hydrolene bound on either side with truss board, heavy shelving, and double plate glass front. The case is also made 30 in. wide to provide maximum display for the narrow store.

MONEY IN MODERNIZATION.

An increase of more than 50 per cent in dollar volume of sales, obtained by one retail food dealer in Philadelphia, Pa., as a result of modernizing his store layout and display, is reported by the U. S. Department of Commerce, which is cooperating with the organized retail trades of the city and state in a general program aiming at more efficient merchandising.

The Philadelphia store, of moderate size, was completely renovated and rearranged by its owner in accordance

with modern merchandising principles at a cost of a little more than \$200, not including the installation of new refrigerating equipment. In addition to more economical and efficient utilization of the store's selling space, the improvements obtained for this outlay included redecoration of walls and ceiling throughout, with new lighting to match.

By cash register count, according to the report, the actual increase in sales volume during the first four weeks of business following the renovation averaged 55 per cent. A city-wide campaign for grocery store improvement in the interest of better service to the customer and large returns to the grocer is now in progress in Philadelphia, under the leadership of the organized grocery industry of the city.

MEAT FOOD VALUE CHARTS.

More than 1,200 physicians from every state in the Union and from several foreign countries have requested the new food value charts of the National Live Stock and Meat Board. Requests have also been coming in from nurses and hospital dietitians over a wide area. Foreign countries represented in the calls include Poland, Mexico, Porto Rico, Virgin Islands, South America and Canada. The charts, which bear the official seal of approval of the American Medical Association, are in use in more than 8,000 high schools and colleges.

NEWS OF THE RETAILERS.

Charles J. Steiss, executive secretary of the Indiana Association of Retail Grocers and Meat Dealers, has appointed Walter S. Moellering of Fort Wayne, a state organizer for the association. He will travel the state organizing local chapters of grocers and meat dealers.

William J. Fleshner has been appointed manager of the K. & S. Food Market, Danville, Ill.

Geo. M. Heyer, 2656 N. E. Johnson St., Minneapolis, Minn., has applied for a license to open a meat market.

Monroe Grocery No. 1 has opened in its new location at 1015 Brady st., Davenport, Iowa. A meat department has been added.

Larson Brothers have opened a meat market at Pelican Rapids, Minn.

LIVESTOCK AND DRESSED MEAT PRICES COMPARED.

Prices of steers and lambs, Chicago, compared with wholesale and retail fresh meat prices, New York, during April, 1933:

Steer—	Average prices live animals ¹ per 100 lbs. Chicago.		Average wholesale price of carcass ² per 100 lbs. New York.		Composite retail price ³ per lb. New York.	
	Apr., 1933.	Mar., 1933.	Apr., 1933.	Apr., 1933.	Apr., 1933.	Apr., 1933.
	Choice	Good	Medium	Weighted av. ⁴	Choice	Good
Steer—	\$6.28	\$6.60	\$8.02	\$10.32	\$10.22	\$13.18
Choice						
Good	5.63	6.16	7.22	9.21	9.00	12.18
Medium	4.86	5.21	6.25	8.26	7.97	11.00
Weighted av. ⁴	5.61	6.04	7.18	9.25	9.06	12.14
Lamb—						
Choice	5.59	5.72	7.14	13.36	13.67	17.30
Good	5.28	5.40	6.66	12.68	12.92	16.39
Medium	4.97	5.02	6.04	11.65	12.08	15.45
Weighted av. ⁴	5.25	5.34	6.56	12.46	12.79	16.27

¹ Steers, 1,100-1,300 lbs. choice, 900-1,100 lbs. good and medium. Lambs, 90 lbs. down.

² Beef, 500-700 lbs. Lambs, 38 lbs. down.

³ Based on percentage trimmed retail cuts at average retail quotations.

⁴ Medium to choice grades, weighted according to estimated New York distribution, i. e., Beef choice 24½ per cent, good 51½ per cent and medium 24 per cent. Lamb, choice 28 per cent, good 22 per cent and medium 40 per cent.

Peoples Food Market has opened for grocery and meat business at 2331 W. Center st., Milwaukee, Wis.

H. A. Baker has bought an interest in the meat market of John Zeigler at Carrington, N. Dak.

Charles Cotton will conduct a grocery and meat market at 413 Main st., Waterloo, Iowa.

Peter Geier has opened a meat market at Ladysmith, Wis.

W. A. Trebid of Graceville, Minn., has sold his meat market to C. G. Laven.

James W. Smith will open a grocery and meat business at 2903 S. Delaware ave., Milwaukee, Wis.

Lewis Elscher & Co. will open a meat market at 2541 N. Third st., Milwaukee, Wis.

Orville Hardin of Danville, Ill., has leased a grocery and meat market at Champaign, Ill.

Retail Meat Prices

Average semi-monthly prices at New York, Chicago and Kansas City.

Compiled by the U. S. Bureau of Agricultural Economics. Prices in cents per pound, (simple average of quotations received).

CHICAGO GRADE, (Mostly Credit and Del. Stores.)	KANSAS CITY GRADE, (Mostly Cash and Carry Stores.)
---	--

New York	Chicago	Kan. City	New York	Chicago	Kan. City
April 30.	April 30.	April 30.	April 30.	April 30.	April 30.
Beef.					
Porterhouse steak	.45	.37	.39	.35	.32
Sirloin steak	.33	.31	.34	.28	.28
Top round steak	.33	..	..	.25	..
Bottom round	.31	..	..	..	..
Round steak, fat cut	.24	.25	.21	.23	.17
Heel round	.19	.18	.16	.17	.17
Flank steak	.26	.23	.23	.20	.20
Top sirloin	.30	..	..	..	..
Rump roast, boneless	.29	.23	.25	.21	.21
Rib roast, 1st 6 lbs.	.30	.24	.21	.23	.18
Blade rib roast	.19	.18	.17	.17	.17
Cross rib & top chuck	.28	..	.20	..	..
Arm roast	.18	.17	.15	.16	.16
Straight cut chuck	.23	.16	.16	.14	.14
Couler piece	.17	..	.14	..	..
Tender plate	.12	.10	.09	.09	.09
Nameless brisket	.10	.11	.10	.08	.08
Brisket, bone in	.29	.21	.23	.20	.17
Ground meat	.25	.15	.15	.13	.13
Boneless stew meat	.28	.18	.19	.15	.15

Veal.					
Cutlet or steak	.43	.32	.38	.34	.27
Loin chop	.37	.27	.30	.27	.29
Rib chop	.36	.24	.31	.22	.19
Leg chop	.20	.21	.23	.20	.17
Shoulder chops	.19	.21	.16	.16	.16
Shoulder roast	.25	.19	.21	.19	.16
Boneless shoulder	.25	..	.21	..	..
Breast	.18	.12	.11	.10	.10
Boneless stew	.32	.19	.22	.16	.17
Liver	.70	.43	.44	.57	.46

Lamb.					
Loin chops	.39	.34	.37	.38	.33
Rib chops	.35	.30	.37	.25	.30
End chops	.20	.22	.21	.20	.19
Shoulder chops	.20	.20	.21	.20	.18
Shoulder roast	.18	..	.17	.13	.13
Breast	.17	..	.17	..	..
Liver	.6	.7	.9	.8	.7
Shank and neck	.9	.11	.9	.8	.8

Pork.					
Center loin chops	.26	.20	.17	.20	.19
Rib chops	.25	..	.17	.19	.16
End chops	.16	.12	.12	.11	.11
F. hams, whole	.19	..	.14	.15	.12
F. shoulders, whole	..	..	.12	.11	.10
Boston butts	.13	.18	.15	.11	.16
Spareribs	.17	.9	.12	.11	.11
Lard (carton)	.12	.8	.10	.8	.9
Sm. hams, whole,	.21	.15	.15	.16	.14
No. 2	.15	..	.14	.11	.12
Sliced hams	.43	.30	.28	.32	.27
Bacon strip, whole,	..	..	..	..	..
No. 1	.24	.19	.20	.19	.17
Bacon strip, whole,	..	..	..	..	..
No. 2	..	..	.17	.15	.15
Sliced bacon, No. 1	.30	.24	.23	.22	.20
Smoked butts	.26	.20	.23	.20	.21
Smoked picnics	..	.10	.13	.10	.12
Corned bellies or	..	..	..	..	..
Pickled pork	.20	..	.11	.15	.10
Sausage meat	.25	.17	..	.19	.11
Salt pork	..	..	..	..	..

May 13, 1933

AMONG NEW YORK RETAILERS.

Ye Olde New York branch will hold a regular meeting on May 16, and in addition to routine business will elect delegates to attend both the New York state convention at the Hotel Astor, New York, on June 5, and the national convention in Chicago on June 12.

An invitation has been extended to members of the various branches of the New York state association of retail meat dealers to take part in a tour of inspection of the C. V. Hill plant at Trenton, N. J., on June 4. Several buses will be provided and luncheon will be served upon arrival in Trenton.

Washington Heights Branch held its regular monthly meeting on May 10 in its new headquarters, Paramount Hall, 601 West 183rd st. A demonstration of a new mechanical device for use in meat markets preceded the meeting. Order of business included election of delegates to state and national conven-

tions and resolutions and reports to be submitted. Final report of chairman C. H. Hembdt was given and showed splendid results. President M. Haas presided.

Many new and constructive ideas were planned at the meeting of Eastern District Branch on Tuesday evening. Among these was the reorganization of the Sunday closing law committee. The present plan is to change the committee every two months, thus bringing new ideas and new faces into the scheme. The new committee is in charge of Andrew Hickman, with William Havighorst and Joseph Winters assisting. Delegates to state convention are Chris Stein, Theo. C. Meyer, Al Haas, Fred Rath and Fred Riester. Those to the national convention in Chicago are Theo. C. Meyer and Fred Riester.

Watch "wanted" page for bargains in equipment.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 11, 1933:

Fresh Beef:

YEARLINGS (1) (300-500 LBS.):

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Choice	\$0.50@10.50	.....	\$10.00@11.00	.....
Good	8.50@ 9.50	.....	8.50@10.00	.....
Medium	7.50@ 8.50	.....	7.50@ 8.50	.....
Common	7.00@ 7.50	.....	7.00@ 7.50	.....

STEERS (500-600 LBS.):

Choice	9.50@10.50	.....	10.00@11.00	10.00@11.00
Good	8.50@ 9.50	.....	8.50@10.00	9.00@10.00
Medium	7.50@ 8.50	.....	7.50@ 8.50	7.50@ 8.50
Common	7.00@ 7.50	.....	7.00@ 7.50	.....

STEERS (600-700 LBS.):

Choice	9.00@10.00	.....	10.00@11.00	0.50@10.50
Good	8.00@ 9.00	.....	8.50@10.00	8.50@ 9.50
Medium	7.00@ 8.00	7.00@ 8.00	7.50@ 8.00	7.50@ 8.50

STEERS (700 LBS. UP.):

Choice	8.50@ 9.50	9.00@10.00	9.50@10.50	9.50@10.00
Good	7.50@ 8.50	8.00@ 9.00	8.50@ 9.50	8.50@ 9.50

COWS:

Good	7.00@ 7.50	6.50@ 7.00	7.50@ 8.00	7.50@ 8.00
Medium	6.50@ 7.00	6.00@ 6.50	6.50@ 7.50	6.50@ 7.50
Common	5.50@ 6.50	5.50@ 6.00	5.50@ 6.50	5.50@ 6.50

Fresh Veal and Calf Carcasses:

VEAL (2):

Choice	9.00@11.00	8.00@ 9.00	10.00@12.00	9.00@10.00
Good	8.00@ 9.50	7.00@ 8.00	9.00@10.00	8.00@ 9.00
Medium	6.00@ 8.00	5.00@ 7.00	8.00@ 9.00	7.00@ 8.00
Common	5.00@ 6.00	4.00@ 5.00	6.00@ 8.00	6.00@ 7.00

Fresh Lamb and Mutton:

SPRING LAMB:

Choice	14.00@16.00	14.00@15.00	15.00@17.00	14.00@16.00
Good	13.00@14.50	12.50@14.00	14.00@15.50	13.00@15.00
Medium	12.00@13.50	11.00@12.50	13.00@14.00	12.00@13.00

LAMB (38 LBS. DOWN):

Choice	12.00@13.00	12.50@13.50	13.00@14.50	12.50@13.50
Good	11.50@12.50	12.00@13.00	12.50@13.50	12.00@13.00
Medium	10.50@11.50	10.50@12.00	11.00@12.00	11.00@12.00
Common	9.00@10.50	9.00@10.50	9.00@11.00	.....

LAMB (39-45 LBS.):

Choice	11.50@12.50	12.50@13.50	12.50@13.50	12.50@13.50
Good	11.00@12.00	12.00@13.00	12.00@13.00	12.00@12.50
Medium	10.00@11.00	10.50@12.00	10.50@11.50	11.00@12.00
Common	9.00@10.50	9.00@10.50	9.00@10.50	.....

LAMB (46-55 LBS.):

Choice	10.50@11.50	11.00@12.50	11.00@12.00	11.00@12.00
Good	9.50@10.50	10.50@12.00	10.50@11.50	10.50@11.50

MUTTON (BWE) 70 LBS. DOWN:

Good	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00	.....
Medium	5.00@ 6.00	5.00@ 6.00	5.00@ 6.00	.....
Common	4.00@ 5.00	4.00@ 5.00	4.50@ 5.00	.....

Fresh Pork Cuts:

LOINS:

8-10 lbs. av.	8.00@ 9.00	8.50@ 9.00	9.00@10.00	8.00@ 9.50
10-12 lbs. av.	8.00@ 9.00	8.50@ 9.00	9.00@10.00	8.00@ 9.50
12-15 lbs. av.	7.50@ 8.50	8.00@ 8.50	8.50@ 9.00	8.00@ 9.00
16-22 lbs. av.	7.00@ 7.50	7.00@ 8.00	7.50@ 8.50	7.50@ 8.50

SHOULDERS, N. Y. STYLE, SKINNED:

8-12 lbs. av.	5.50@ 6.50	6.50@ 8.00	6.00@ 7.50
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PICNICS:

6-8 lbs. av.	6.50@ 7.00	6.00@ 6.50
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BUTTS, BOSTON STYLE:

4-8 lbs. av.	6.50@ 7.50	7.50@ 9.00	8.00@ 9.00
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SPARE RIBS:

Half sheets	4.00@ 4.50
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TRIMMINGS:

Regular	3.00@ 3.50
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Lean	6.00@ 7.00
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(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

NEW YORK NEWS NOTES.

T. J. Harrigan, curled hair department, Wilson & Co., Chicago, was in New York during the past week.

G. Lupp, dressed beef department, Armour and Company, Chicago, visited New York during the past week.

Vice president G. J. Stewart, Swift & Company, Chicago, was in New York for a few days during the past week.

Sidney Kohn, treasurer, Emil Kohn, Inc., has returned to his activities after having spent six weeks in the Beth Israel hospital, Newark, N. J., where he underwent an appendix operation.

Robert Stutz, plant superintendent for Merkel, Inc., has taken a course in marine engineering and navigation and will now be fully equipped to sail his young son's boat on Prospect Park lake.

Max Levy, for many years in the provision business and during the past eight with Philip Brock, died suddenly at his home in Lynbrook, L. I., on May 9. He is survived by his widow and a son and daughter.

Edward Henri Dare of Brooklyn, N. Y., a member of the New York Produce Exchange and the Chicago Board of Trade, died on May 5 in the Peck Memorial hospital, where he had undergone an operation. Mr. Dare was head of the Produce Exchange firm of E. H. Dare & Co.

F. Groeneveld has withdrawn from his partnership in Neidlinger & Company and formed the packinghouse brokerage firm of Groeneveld Company, with offices in the New York Produce Exchange building. He is representing several well-known Western packers in the New York territory.

Under the auspices of the Tanners' Council of America a leather show was held at the Astor hotel on May 8 and 9, and included an exhibit of the various types of leather and an advance showing of the coming fall styles in shoes. Following the show the Council held a general conference and spring meeting at the Waldorf-Astoria on May 10 and 11.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended May 6, 1933:

Point of origin.	Commodity.	Amount.
Argentine—Canned meats	40,175 lbs.
Canada—Bacon	8,320 lbs.
Canada—Calf livers	1,450 lbs.
Canada—Pork cuts	480 lbs.
Canada—S. P. hams	9,000 lbs.
Canada—Smoked ham	450 lbs.
Canada—Fried pork bellies	2,265 lbs.
England—Meat paste	113 lbs.
Germany—Ham	5,902 lbs.
Germany—Sausage	3,900 lbs.
Germany—Bouillon cubes	961 lbs.
Holland—Ham	911 lbs.
Holland—Sausage	240 lbs.
Ireland—Bacon	2,470 lbs.
Ireland—Ham	360 lbs.
Italy—Salami	1,820 lbs.
Italy—Sausage	350 lbs.

MEAT BAGS
BURLAP STOCKINETTE COTTON
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64 PEARL ST. NEW YORK CITY
Joseph Wahlman, Dept. Mgr.
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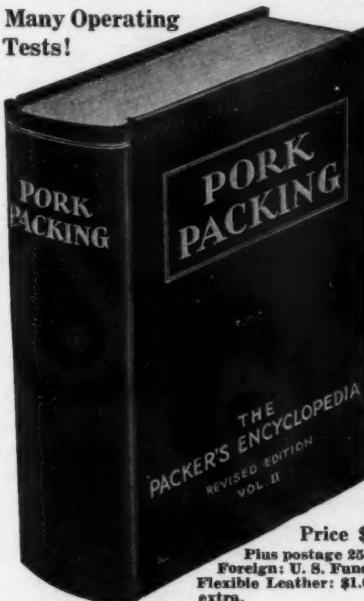


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CHAPTERS

- I—Hog Buying
- II—Hog Killing
- III—Handling Fancy Meats
- IV—Chilling and Refrigeration
- V—Pork Cutting
- VI—Pork Trimming
- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
- IX—Lard Manufacture
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- XIV—Sausage and Cooked Meats
- XV—Rendering Inedible Products
- XVI—Labor and Cost Distribution
- XVII—Merchandising

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May 13, 1933.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$ 5.55
Cows, common to medium	2.50@ 3.50
Bulls, cutter to medium	2.50@ 3.50

LIVE CALVES.

Vealers, good to choice	\$ 5.25@ 6.50
Vealers, medium	4.00@ 5.00
Vealers, common	2.00@ 3.50

LIVE LAMBS.

Lambs, spring	\$ 7.50@ 8.50
Lambs, good	7.00@ 7.50
Lambs, medium	6.00@ 7.00

LIVE HOGS.

Hogs, 170 lbs	\$ 4.40
Hogs, 220-250 lbs	3.50@ 4.00
Pigs	3.40

DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	\$ 6.25@ 6.50
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DRESSED BEEF.

Choice, native, heavy	12 1/2@13 1/2
Choice, native, light	12 1/2@13 1/2
Native, common to fair	11 1/2@12 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs	12 @18
Native choice yearlings, 440@500 lbs	12 @18
Good to choice heifers	11
Good to choice cows	10 @18
Common to fair cows	7 @8
Fresh bologna bulls	6 @7

BEEF CUTS.

	Western.	City.
No. 1 ribs	18 @20	18 @20
No. 2 ribs	16 @18	16 @17
No. 3 ribs	12 @14	14 @15
No. 1 loins	16 @20	20 @22
No. 2 loins	14 @15	16 @18
No. 3 loins	10 @12	12 @14
No. 1 hind & ribs	11 @14	13 @16
No. 2 hind & ribs	10 @12	11 @13
No. 1 rounds	10 @11	10 @10 1/2
No. 2 rounds	8 @9	8 1/2@9
No. 3 rounds	7 @8	8 @8 1/2
No. 1 chuck	8 @9	8 @9
No. 2 chuck	7 @8	7 @8
No. 3 chuck	6 @7	6 @7
Bolognese	6 @7	6 @7
Ribbs, 36@38 lbs. avg.	22 @23	
Ribbs, reg. 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	50 @60	
Tenderloins, 5@6 lbs. avg.	50 @60	
Shoulder clods	11 @12	

DRESSED VEAL.

Good	10 @11
Medium	8 @10
Common	6 @8

DRESSED SHEEP AND LAMBS.

Lambs, choice	13 @14
Lambs, medium	11 1/2@12 1/2
Sheep, good	6 @7
Sheep, medium	5 @6

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs	8 1/2@9 1/2
Pork tenderloins, fresh	10 @12
Pork tenderloins, frozen	10 @12
Shoulders, Western, 10@12 lbs. avg.	6 1/2@7 1/2
Butts, boneless, Western	9 @10
Butts, regular, Western	8 @9
Hams, Western, fresh, 10@12 lbs. avg. 10 1/2@11	
Picnic hams, Western, fresh, 6@8 lbs. avg.	
average	7 @8
Pork trimmings, extra lean	8 @9
Pork trimmings, regular, 50% lean	5 @6
Spareribs	5 1/2@6 1/2

SMOKED MEATS.

Hams, 8@12 lbs. avg.	14 @15
Hams, 10@12 lbs. avg.	13 1/2@14 1/2
Hams, 12@14 lbs. avg.	13 @14
Picnics, 4@6 lbs. avg.	8 1/2@9 1/2
Picnics, 6@8 lbs. avg.	8 1/2@9 1/2
Rollettes, 8@10 lbs. avg.	9 @10
Beef tongue, light	22 @25
Beef tongue, heavy	23 @25
Bacon, boneless, Western	14 @15
Bacon, boneless, city	12 @14
City pickled bellies, 8@10 lbs. avg.	10 @11

THE NATIONAL PROVISIONER

FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, l. c. trd'd.	30c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	10c a pound
Mutton kidneys	10c each
Liver, beef	25c a pound
Oxtails	13c a pound
Bear hanging tenders	18c a pound
Lamb fric	10c a pair

BUTCHERS' FAT.

Shop fat	@ .40 per cwt.
Breast fat	@ .75 per cwt.
Edible suet	@ 1.50 per cwt.
Inedible suet	@ 1.00 per cwt.

GREEN CALFSKINS.

5-9 9 1/2-12 1/2 12 1/2-14 1/4-18 18 up	
Prime No. 1 veals. 10 1.25	1.35 1.40 1.65
Prime No. 2 veals. 9 1.10	1.20 1.25 1.40
Buttermilk No. 1. 8 1.00	1.10 1.15
Buttermilk No. 2. 7 .90	1.00 1.05
Branded grubby .. 5 .65	.75 .80 .90
Number 3 .. 5 .65	.75 .80 .90

BUTTER.

Creamery, extras (92 score)	22 1/4
Creamery, firsts (91 score)	22 1/4
Centralized (90 score)	22

EGGS.

(Mixed Colors.)

Special packs or henney selections	16 1/2@17 1/2
Standards	16 @16 1/2
Storage packed	15 1/2

LIVE POULTRY.

Fowls, colored, via express	15 @16
Fowls, Leghorn	13 @14
Broilers, avg.	21 @22

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry pkd.—12 to box—prime to fcy.	
Western, 60 to 65 lbs., to dozen, lb.	14 @16
Western, 45 to 55 lbs., to dozen, lb.	14 @16
Western, 45 to 47 lbs., to dozen, lb.	14 @15
Western, 36 to 42 lbs., to dozen, lb.	14 @15
Western, 30 to 32 lbs., to dozen, lb.	13 @14

DUCKS—Long Island.

SQUABS—White, ungraded, per lb.

Turkey, nearby, No. 1:

Toms	15 @16
Hens	17 @18

Fowls, frozen—dry pkd.—12 to box—prime to fcy.

Western, 60 to 65 lbs., per lb.	16 @17
Western, 45 to 54 lbs., per lb.	16 @17
Western, 45 to 47 lbs., to dozen, lb.	16 @15

Ducks—Long Island.

Squabs—White, ungraded, per lb.

Turkey, nearby, No. 1:

Toms	15 @16
Hens	17 @18
Chicks	25 @26

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended May 4, 1933:

Apr. 28	Apr. 29	May 1	May 2	May 3	May 4
Chicago	20 1/2	20 1/2	21	21	21 1/2
New York	22 1/4	21 1/2	22 1/2	22 1/2	22 1/4
Boston	23	22 1/2	23	23	23 1/2
Phila.	23 1/4	22 1/2	23 1/4	23 1/4	23 1/4

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

21	21	21	21	21 1/2	21 1/2
21	21	21	21	21 1/2	21 1/2
21	21	21	21	21 1/2	21 1/2
21	21	21	21	21 1/2	21 1/2
21	21	21	21	21 1/2	21 1/2

Receipts of butter by cities (tubs):

This	Last	—Since Jan. 1—	
week.	week.	1933.	
Chicago	39,894	40,612	930,769
N. Y.	62,371	59,604	1,323,218
Boston	18,900	18,985	397,399
Phila.	24,568	26,629	473,666

Total 152,037 145,022 144,576 3,125,062 3,180,662

Cold storage movement (lbs.):

In	Out	On hand	Same day
May 4.	May 4.	May 5.	last year.
Chicago	203,080	1,920	1,656,054
New York	31,528	19,086	827,290
Boston	5,490	3,340	276,396
Phila.	13,560	25,145	1,549,082

Total 253,658 50,151 4,308,822 3,840,946

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammonium sulphate, bulk, per ton	\$22.00@24.00
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	22.00@24.00
Birds	

May 13, 1933.

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Expert sausagemaker desires position with firm where there is chance for advancement. Long practical experience on Hottmann Kutmixer; good stuffer and bench worker. Not afraid of hard work. W-267, The National Provisioner, 300 Madison ave., New York, N. Y.

Superintendent

Plant or department superintendent with 20 years' practical packinghouse experience now available. Can handle labor efficiently, maintain low costs, produce quality products; and understands costs and yields. W-248, The National Provisioner, 300 Madison Ave., New York City.

Your Sausage Troubles

Do you have trouble with your sausage and meat specialties? Cure? Seasoning? Shrinkage? Color? Smoking troubles? Keeping qualities? I can solve your difficulties for you. Write W-200, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Position Wanted

Working Sausage Foreman

Position wanted by expert sausagemaker, with 20 years' experience making highest quality sausage. Experienced in producing all cured meats, hams and bacon; also all meat and veal loaves; killing and cutting. Best references. Will go anywhere. Available immediately. W-265, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Miscellaneous Wanted

Frankfurt Cooker

If you have a frankfurt cooker, or a good idea for one, let us hear from you. W-260, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Men Wanted

Smoked Meat Salesman

Wanted, experienced smoked meat salesman for northside Chicago. State experience in detail. W-269, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Working Superintendent

Opportunity for a young man with knowledge of killing, cutting, curing, sausage manufacture, etc., with a successful meat packer in a growing territory. Chance for a permanent place with advancement as merited. Reply full information as to age, experience, references, etc., to W-258, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

For Sale and Wanted

Sausage Machinery

For sale, one No. 43 "Buffalo" silent cutter and motor; one 500-pound "Buffalo" stuffer; one No. 27 "Buffalo" silent cutter and motor. FS-268, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

For Quick Sale

Factory rebuilt 300-pound Kutmixer, the combined cutter and mixer; with new, redesigned knife holder that is the talk of sausagemakers. Price \$410.00 f.o.b. Philadelphia. Guaranteed good as a new machine. George Offenbacher, Sales Agent, 3325 Allen St., Philadelphia, Pa.

Rendering Equipment

For sale, Recessed Filter Presses, all sizes; Lard Rolls; Dopp Jacketed Kettles; Hammer Mills; Disintegrators; Meiters; Cookers; Mixers; Ice Machines; Boilers; Pumps; etc. Send for latest bulletin. What machinery have you for sale? CONSOLIDATED PRODUCTS CO., INC. 14-19 Park Row, New York City.

Dry Rendering Tanks

Wanted, two dry rendering tanks, 4 x 7 or 5 x 9. A. C. Roberts, Kimberton, Pa.

Rendering Equipment

Wanted, used dry rendering equipment. Give full particulars. W-264, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.



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Dear Sir:

Although, we have only been operating in the new plant for about ten days we are so well pleased with the performance of the equipment you furnished that we cannot wait any longer to tell you about it.

In every respect all of this equipment meets with our approval and the character of the work produced fulfills all of our expectations.

We were greatly impressed with our Anco Hog De-Hairer No. 660 because it worked satisfactorily when the first hog was sent through. It is something to be proud of.

Here to fore we felt that we were getting good clean hogs and efficient operation, but we can truthfully say that we never had hogs as clean as we are now getting them. All the hair and toe nails are removed by the De-Hairer and only a small amount of hand shaving is now required to finish them. This machine not only cleans the hogs but polishes them, giving the skin the cleanly appearance that was not obtained from any equipment used for this purpose in the past. Might say that these finished hogs have "A Skin That You Love To Touch".

Not only are we satisfied with the lay out and equipment in the hog killing and dressing department but we are equally well pleased with the equipment in the new Hog Casing Department, the Beef, Calf and Lamb Killing and Dressing Departments, also with all of the tracking and conveyors installed in the coolers etc.. As a whole we do not believe that the lay out or the installation of the equipment could be improved.

We attribute this successful lay out to the untiring efforts of your Dr. A.O. Lundell, as every detail for a successful operation received his personal attention, and to the co-operation of your Company and the workmanlike manner in which your mechanics made the installation.

During the past years we have successfully used your equipment in our Lard Rendering and Refining Departments, Pork Cutting Department, Bacon Slicing Department, Inedible Department and together with the large amount of tracking, packing house trucks, and cages, and with the installation of the new equipment just completed gives us a 75% Anco equipped plant

Summing the above, we are again proud that we selected Anco Equipment for our new plant and we cannot too highly recommend your company and your equipment to any one interested in equipment of this kind. We will only be too glad to show this equipment idle and in operation to any one interested in the same. To any one desiring clean, polished hogs, efficient operation we do not hesitate in recommending the new Anco Horizontal Reversible Type De-Hairer and Polishing Machine.

With best personal regards and every best wish for your continued success, we are.

Yours very truly,

VD/WOD

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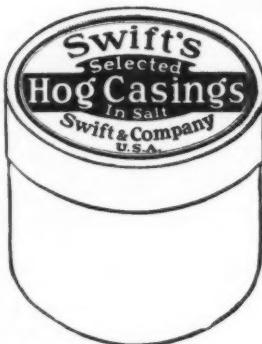
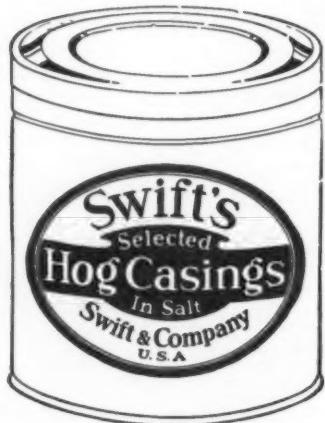
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(Above) Packed in No. 1 cartons.

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